

NATIONAL Wool Grower

Volume XI Number 1

SALT LAKE CITY, UTAH, JANUARY, 1921

Subscription \$1.50 per year

JANUARY 17, 18, 19, 1921

Salt Lake City, Utah :: :: :: Hotel Utah

Fifty-Sixth Annual Convention

National Wool Growers
Association

A Business Convention

Finances

Commission House Rates—Forest Reserves Legislation

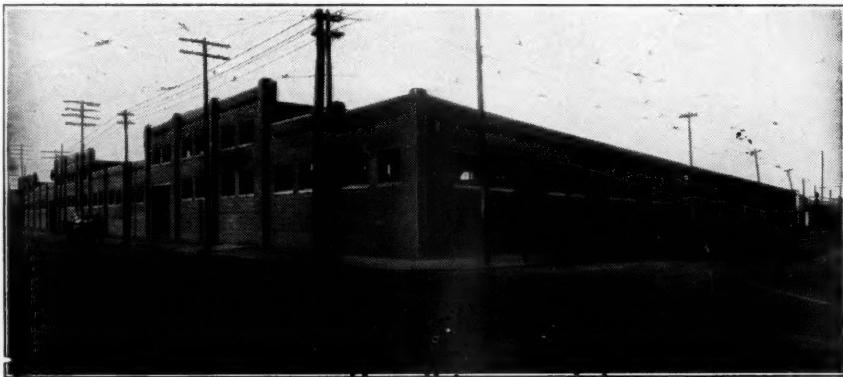
Reduced Railroad Rates—See Page 27

Sheep and Lamb Growers and Feeders

**GET FULL MARKET VALUE AT
Kansas City Stock Yards**

More Buyers at Kansas City Not Enough Sheep or Lambs

**Every Class and Every Grade Gets Fullest Competition
EVERY BID COUNTS**



View of the Well Lighted and Well Ventilated Sheep Barns at the

Kansas City Stock Yards

Packing House Capacity at Kansas City is Largest in the West.
Kansas and Missouri are in the Market for Western Breeding Stock.
Kansas City is in the Heart of the Greatest Feeding Section. Best
Outlet for Feeders.

Consign to Kansas City The Big Missouri River Market

Write your Commission Firm or the Kansas City Stock Yards Co., for market quotations

THE NATIONAL WOOL GROWER

VOL. XI

JANUARY, 1921

NUMBER 1

President Hagenbarth's Speech

Before the Ways and Means Committee in Support of the Fordney Emergency Tariff Bill

"The livestock situation is utterly different from any proposition that has been or will be submitted to you, gentlemen, by reason of the fundamental fact I have just stated. There are two things that have caused that. We have our troubles with the exchange situation; we have our troubles with the market the same as everybody else, but added to them is the matter of an 'act of God,' especially in the great states comprising the Rocky Mountain section, which produces 66 to 70 per cent of all the wool and sheep in the country and 45 to 50 per cent of the feeder cattle and the butcher cattle.

"We went through a drought in the winter of 1918, when there was no snow, which resulted in a shortage of feed crops of all kinds; and not a drop of rain from the middle of April until September, which meant no grass on the ranges and a poor quality of mutton and beef animals at shipping time. In October the snows came and the rigors of winter continued until the following May. All through March and April were heavy storms. Where normally we went to feed with our livestock after the holidays and during January, in 1919, we went onto feed in October and fed for six months until May. Now, to make this as brief and short as possible, our feed bills, by reason of the high prices of hay, cottonseed meal, corn, and so forth, were increased from 500 to 700 per cent. That is a broad, blanket statement, and the details can be given if the committee wants to ask for them later. That was caused by 'an act of God' that we could not control, and not by speculation nor by inflation.

Liquidation Forced

"That was this past winter, 1919-20, following the drought in 1919, where

we had half a crop of hay in the West, and those conditions have laid a burden of liquidation and expense, and so on, on the livestock industry.

"But the cattle and sheepmen have no money to buy hay at any price and no credit. It is difficult for people to understand why the livestock men are in their present condition. The general supposition is that they are simply suffering from low markets, no profits, and so forth. In addition to the low markets they are suffering from the physical conditions imposed on them through the previous two years. It has been going on over two years now—drought followed by an extremely severe winter that used up all their financial resources. Now when the time came to market the wool this year there was no market for it.

Mortgages Heavy

"Now, these conditions have resulted in all the sheep in the West being mortgaged from \$6 to \$12 per head. The average is about \$9 per head on all the sheep in the West. The cattle are mortgaged from \$30 to \$60 per head. The average mortgage on cattle in that country is \$45.

"It is about all they are worth. On the range they are worth it, but on the Chicago market they are not. Freight and selling costs absorb a large percentage of their market price.

"Now, gentlemen, those mortgages were laid on those sheep by the physical conditions to carry them through the winter and through the drought that we had out there.

"Those mortgages are carried by different concerns. The Portland Cattle Loan Company is carrying about \$14,000,000; the Columbia Basin Wool Company is carrying about \$7,000,000; the Spokane Cattle Loan Company more than \$3,000,000, and so on down

the line. There is about \$150,000,000 of mortgages on these cattle through loan companies on livestock in addition to the bank loans.

Conference Held

"Now, this condition got so bad that we called a meeting in Chicago about two months ago, at which were present the packers, the railroad presidents, such men as Hale Holden, Mr. Hanaford, Ogden Armour, Louis Swift, and others; governors of the Federal Reserve Banks and so on. There were about 140 very representative men from Portland, Ore., to Boston; bankers that were concerned in this situation and were worried about it.

"We went down to see the Federal Reserve Board and see if something could not be done. We were hopeful of getting something through the war finance, but Secretary Houston and Governor Harding thought that if they started out on helping the livestock men they would have to help everybody, and we could accomplish nothing. Bankers of Boston, New York and Chicago have got together, and in order to save these cattle loan companies and in order to save the banks that are right up against liquidation today that cannot be liquidated, have organized a little pool, which was just finished a few days ago, with \$22,000,000 to take care of the immediate situation.

"As hard as times are and as serious as it is for the bankers, after they looked into the conditions they saw that something had to be done, and they were big enough to do it, and they put up that money simply as a temporary expedient.

Preservation Is Plea

"Now, we are not here pleading for profit; we are pleading for preserva-

tion, and we are not pleading for the preservation of my fortune or any other man's. I am still young enough, and the rest of us are, to go somewhere and make a living, but just as sure as this thing goes on between now and the possible passage of any possible tariff bill, gentlemen, we have reached a point where we are destroying the future possibility of the production of livestock in the West. We are killing the cows and we are killing the ewes for liquidation purposes, and a cow when she is dead cannot have another calf, nor can a ewe have another lamb. Mr. Brown can shut his mill down. By and by he can start up again. A farmer, if he loses his whole crop of wheat, can raise another crop next year, but when you kill a cow or kill a ewe, you are through. You cannot start up; you have got to take a number of years to build that herd back again. Now, that is the condition that we have reached and I am not trying to overdo it or overpaint it. I simply cannot do it, because the facts are there.

Causes Cited

"Now, as to causes of these conditions, I can go down the line and show you why immediate relief is necessary. You have heard the market quotations here on wools. We will take an extreme example. They are today laying down f. o. b. wools in Boston at 9 cents a pound; low quarter-blood wools from South America. The freight rates from Idaho, Nevada and all the great Northwest, plus the expense of selling and handling that wool, is 6 cents a pound, and the net to the Western American grower selling in competition is 3 cents a pound, even when he can sell it at that, and he cannot always sell it at 9 cents.

Manufacturer Right

"The manufacturer is right; he cannot afford to stock up on wool at 25 cents a pound when maybe he can buy it at 18 cents in a short time. Now, these wools have dropped from 70 cents a pound, dropped and dropped, day by day, week by week, until they have reached this level. And they have not

stopped. They have dropped in the last ten days.

"Last Saturday a large worsted manufacturer bought 1,500,000 pounds of wools, principally half-bloods and fine medium from South America—this does not seem credible—at 40 cents, clean—he figures about 40 cents clean, which means about 20 cents per grease pound in Boston. This is how much these wools brought, freight charges paid, laid down in Boston, 20 cents a pound.

"Take 6 cents off that, that would be 14 cents that the Western grower has made. These same mills, one of the largest independent worsted mills in the country, who have bought the same wool for years, paid last year, 1919, 60 cents flat for it down there, and had to pay the importing charge, and so on. The price now is less than one-third the price last year.

"Now, the great bulk of the wool today—I think we are perfectly safe in assuming that 93 to 95 per cent of the wool is in the hands of the wool growers—is not sold. Much of it is being held out West because there is no place to ship it, no place to draw cash advances against it.

"The wool growers feel, in our humble way and method of reasoning, that the situation is greatly to the advantage of the large importers of wool, and, with a billion pounds of wool on hand here in this country, that an embargo should be placed on all imports of wool and wool manufactures. An absolute embargo is the proper solution so far as the wool industry is concerned. There is no reason on earth why, with two years' supply of wool on hand or in sight in this country, we should permit, between now and the passage of the tariff act, which will adjust this whole thing, the bringing in of enough stuff to be dumped here in this country at such prices that will nullify any act that you gentlemen, in your wisdom, may see fit to pass in the way of a tariff act this coming winter. Now, there were 27,000,000 pounds of wool afloat on the 30th day of October headed for this country. Right now I have got the authority here for

saying that on the Pacific coast at Vancouver ships are being fitted out in a large way for very large imports of wool from the Antipodes, anticipating this very thing.

Past Reviewed

"Now, as you gentlemen recall, in 1897, when we were running along with normal imports of 150,000,000 or 175,000,000 pounds a year, as soon as it became apparent that there was going to be a tariff, in eight months the imports of wool jumped up to 350,000,000 pounds; that is, wool in the grease. And, in addition to that, wool in tops, wools in yarns and the manufactured goods also came in. So that the tariff will of the American people was nullified for a long time after the 1897 tariff act was enacted. Now, we have got here in this country today—and in discussing the embargo feature of this it isn't going to be overlooked—we have 521,000,000 pounds of wool in the hands of dealers and manufacturers; that is, on the first day of October, as compiled by the Bureau of Markets. They made an estimate of what there was in the hands of growers and not yet shipped to the markets, and their estimate is that there are 175,000,000 pounds.

"They made an estimate of what there was in the hands of growers and not yet shipped to the markets, and their estimate is that there are 175,000,000 pounds. I have only taken 150,000,000 to be absolutely safe and conservative. "Now, this coming spring we will have a clip of 270,000,000 pounds. Adding that to the wool already on hand, gives you 941,000,000 pounds, plus the wool that, in the meantime, comes off of the animals sent in for slaughter. Now, you could with justice add the clip of 1922, because by the time this present supply is consumed we will have another clip of 270,000,000 pounds, but we do not have to go that far. We have now on hand—actually on hand and wool in sight this spring, conservatively—941,000,000 pounds; and the normal consumption in this country is about 45,000,000 pounds per month.

War Consumption Abnormal

"We have had an abnormal consumption here during the war. In October we only consumed 33,000,000

(Continued on page 45.)

The Sheep Classes at the International



Grand Champion Fat Wether at the 1920 International Live Stock Exposition. A Pure-bred Southdown from the Bureau of Animal Industry Flock. Fitted and shown by Jess Andrew; Thomas Bradburne, shepherd.

That the sheep show at the International would fall off in numbers was to be expected from the general condition of the commercial sheep industry. Four and five cent prime ewes at Chicago and inferior classes going down close to the two cent level do not tend to produce enthusiasm over sheep exhibitions.

A few breeders kept the proper prospectus and kept the quality, if not the quantity, of the show up to previous levels. Indeed the Hampshire show far outclassed any previous show held in America. A new standard has been set by the Hampshire breeders that will require effort to maintain.

The Rambouillet show was the best in a long series of years—five at least, and perhaps ten. The Shropshire show was equally good, but because the "Farmer's Sheep" have always stayed, a good show did not perhaps attract

the increased attention. Notwithstanding this fact the "Shrops" are still the most popular farm sheep, if we may judge from the fans watching the show.

FAT CLASSES.

Jess Andrew's Southdown wether, bred by the Bureau of Animal Industry, carried off the grand championship honors of the show. Mr. Andrew and Shepherd Bradburne have won this honor for four years, once with a Shropshire and three times with the Southdown bred in the government flock. In the carcass contests all awards were won by grade or pure bred Southdowns entered by the various Mid-West Agricultural Colleges. Heart's Delight Farm, Chazy, N. Y., won the championship of the carload lots once more on Southdown lambs, defeating Jess Andrew's Shropshires bred by A. J. Knollin, which stood first among the Western lambs. The cham-

pion lambs sold to Swift & Co., for \$23.50. A year ago a similar load brought \$37 and in 1918 \$40.50 was paid. The Shropshires brought \$21. The average price of Western and native lambs was \$16.25 or more than \$6 below the average a year ago.

THE RAMBOUILLETS.

Orth & Mathews, (Mifflin, Ohio), aged first prize and champion ram was a good bodied son of Ohio Premier. He was a little plain about the head, but carried good fleece covering and Judge John Webb of Indianapolis, Ind., acting in the absence of A. G. Butterfield, Weiser, Idaho, thought him good enough for both the blue and the purple. King's second prize winner had the three front folds, the broad and wrinkled nose and other breed markings of the Von Homeyer type. This ram was first in the string of C. class ram lambs at the Panama Pacific Ex-

position and has been at work in the Laramie flock ever since. He had been machine shorn. The University of Illinois third prize rams showed "au natural" in fine fit, carrying an exceptional fleece. In the breed special classes the above rams placed in order with Orth & Mathews occupying fourth place and Chandler Raup of Ohio fifth.

The yearling class exhibited more strength in both numbers and quality. King's got first and third monies here, in both open and closed classes with the University of Illinois in between. King's two winners were both Pride of the West sons that were never shown before this year. They were up headed and well developed in body. The University of Illinois entry crowded in between the two being especially good on top and in type. His fleece helped him, too. Prizes in the breed specials went to the fifth place, Illinois winning fourth and Raup fifth honors.

Eleven ram lambs were up next. Here the University of Illinois worked up into first and third places upon the right, low set type, Raup getting in between. The breed specials were as above and in addition Orth & Mathews took fourth and Kings fifth monies.

King's won first and second on yearling ewes and first and third on ewe lambs. The first and second prize yearling ewes were broad, compact, muttony and breedly, a combination hard to beat. The top had somewhat the better hind quarters and the second prize sheep wore the better fleece. These two were first prize and champion in the B and C classes at Dallas. The University of Illinois was third, Iowa fourth and Raup fifth in the yearling class, and Raup second and Orth & Mathews fourth and fifth in the ewe lamb classes. King's yearling ewe was made champion over the lamb.

THE HAMPSHIRE.

In reading a report of the Hampshire show the repetition of the winners' names becomes almost monotonous. To one who did not attend the show it all seems to be a cut and dried affair. But such was not the case. Imported sheep carried off the more important prizes, not because they were imported, but be-

cause they were better sheep. The American breeds gave them a hot run for their money and were good enough to win in an ordinary year, but Hampshire character and quality ran riot this year and carried the show upon a much higher plane than in previous years. In the aged ram class Senator J. N. Camden, Versailles, Ky., started a long line of winning upon sheep imported by Blastock that ran all the way through the show culminating in both championships, on the yearling ram and ewe lamb, and first in both flock contests. In the trial for the new Stevens Challenge cup the line up of the Versailles flock was as follows: First prize aged ram, first prize and champion yearling ram, first prize ram lamb champion and third prize yearling ewe and one other, first and second prize ewe lamb and one other.

Walnut Hall would have made nearly as complete a clean up in the special classes as Camden did in the open ones, but for Renk who broke into the aged ram, ram lamb and champion American bred classes.

To attempt to describe the individual prize winners is a hopeless task. The entries were just a little more sheep and a little more Hampshire than ever before, and many that did not get a look in on prize money this year would have headed their classes at other shows.

WAGES IN IDAHO

Practically all Idaho sheepmen have cut the wages of herders to \$60 to \$75



University of California's Winning Pen of Wethers at Pacific International Exposition, Portland. The sheep in the center, a Pure-bred Southdown, was Grand Champion in the Single Classes.

per month. Most of those now getting \$75 will be cut to \$60 later.

All ranch hands and those engaged in feeding sheep are receiving from \$50 to \$60 per month. So far as I know the men have taken these reductions in good spirit as they appreciate that sheepmen cannot pay more under present conditions. Many men have not been able to pay their herders their back wages, but when things take a turn for the better these men will get every dollar that is coming to them.

S. W. McClure.

LAMBS ON TURNIPS

Last spring I planted seven acres of corn and at the last cultivation I sowed four pounds of turnip seed to the acre. This was done about July 25. By the 1st of October there was a good stand of turnips ranging from marbles up to a large apple in size. On October 1st I turned fifty registered Lincoln ram lambs into this corn field and left them there until December 1. My judgment is they gained one-half pound per day during the time they were in this field. I never saw lambs do so well. First they ate turnip tops, then learned to eat corn and then ate the turnips. On December 1 the lambs were taken out of the corn and 150 ewes turned in this field. They cleaned up the turnips and all the corn leaves and made good gains.

S. W. McClure.

Nampa, Idaho.

Views on Banking and Business

THE FEDERAL RESERVE GOVERNOR ON AGRICULTURAL CREDITS

Governor W. P. G. Harding of the Federal Reserve Board, Washington, D. C., accepted the National Wool Growers' invitation to address the convention at Salt Lake. He recently wired that the unusual financial legislation pending in Congress made it impossible for him to come to the West in January. It is expected that one of the members of the board will be present and explain the operation of the Federal Reserve system under present laws and also make suggestions upon the financing of agricultural products for orderly marketing.

Governor Harding addressed the convention of the American Farm Bureau Federation at Indianapolis on December 7. In his address, which follows, he endorsed the idea of financing commodities in producers' hands to allow marketing throughout the year as needed, and to some extent carrying over some surplus as insurance against possible shortage.

"The impression exists in the minds of many that the Federal Reserve system has adopted a policy of radical deflation and that the farming interests have been the chief sufferers from this policy. No such policy has ever been undertaken and as a matter of fact there has been during the last year an increase and not a reduction in the net volume of bank credit in currency. There has been no policy looking towards a broad curtailment or deflation of credit but efforts have been made to correct abuses and to bring about moderation and better judgment in the use of credits which a year ago were being diverted into all kinds of speculative channels. Efforts have been made also to conserve the resources and credit power of the member banks and of the Federal Reserve Banks in order that they might better respond to the seasonal needs occasioned by the harvesting of the crops. * * *

"The Federal Reserve Board is not charged with any responsibility for prices or living costs. It is a banking board, which exercises a general supervision of the Federal Reserve Banks,

and the rates of discount which are fixed by the board, following recommendations of the directors of the Federal Reserve Banks, are not fixed primarily with reference to prices. The board cannot with propriety establish rates with a view of putting prices up or putting them down. In the determination of Federal Reserve Bank discount rates, and in the rate revisions which the board has approved from time to time, the view has always been taken that discount rates should not be pegged or fixed arbitrarily, for there are always certain basic conditions related to the demand for the supply of credit in this country and throughout the world which must be taken into account and the formal establishment of a Federal Reserve Bank rate is merely an interpretation of these conditions.

"I am a firm believer in the policy of gradual and cut methods of marketing our great agricultural staples. All will say that agriculture is the basic and fundamental industry, for upon its fruits depend the lines of those engaged in all other industries. The farmer is a great consumer of manufactured products and anything that affects his buying power is soon reflected in the business of the merchant and manufacturer. Conversely a depression in manufacturing and other lines of business is reflected in the reduced demand for farm products. I cannot conceive of anyone questioning the fact that farming, as a business, must be remunerative or production will languish. It is highly desirable that the efforts of the farmer be supported and stimulated in every proper way and that he be aided in preserving the full measure of his harvests and that he be given an opportunity of marketing his products on terms sufficiently profitable to warrant his staying in the business of farming. It is well to consider, however, that in other lines of business profits are not always continuous. This is also true with respect to farm industry. The farmer, however, as a rule, has only one turnover a year while those engaged in other enterprises have the advantage of more frequent turnovers.

* * *

"In order to prevent possibility of shortage, it is desirable that there be a certain surplus held over from one crop pending the marketing of the next. It is important, however, that

the surplus held over be not too large or unwieldy, for the marketing of a crop and a half when the ordinary requirements call for only one crop means a loss unless an unforeseen abnormal demand should develop. The orderly and gradual marketing of great staple crops is a matter of importance, both to producer and consumer.

"The dumping of farm products promotes speculation and usually results in higher prices to the ultimate consumer.

"I take this occasion to say that the members of the Federal Reserve Board have a keen sympathy for the farmers in the present predicament and are desirous of doing everything they can do legitimately and properly to help them. It is impossible, however, for any banking system to provide funds for withholding all staple crops entirely from the market for any length of time. The volume of our great staple crops is so large and their value so great that any efforts to valorize them by means of bank credits would inevitably result in disaster to the community in general and to the farmers especially. Orderly marketing means steady sales and steady purchases.

* * *

"I have no authority to speak for the banking business in general but I do know that as a rule the banker realizes that the welfare of his own institution depends upon the prosperity of the community in which his bank is located. The average banker or merchant is averse to foreclosures or other drastic methods, except as a last resort, and my opinion is that if the farmer will go to his banker or merchant creditor and make a frank statement of his condition, giving additional security if available and if required, and agree to make gradual sales of his produce as the market develops, applying the proceeds on his indebtedness, he will be able to make arrangements for present pressing needs and for requirements for another season.

"The great need of the world today is peace and revival of the industries of peace, the re-establishment of trade relations between the nations, and in my judgment the surest means of relieving present conditions permanently lies in the development of our foreign trade on the basis of assured permanency.

"In the meantime, it is most desirable that there be no feeling of undue depression or despair. Remember that

things are not as bad as they seem, and that a morale which is so necessary for an army to maintain in a military campaign is just as essential in fighting against business and industrial depression. Let us look on the bright side and take care before advocating measures which may seem to hold out promise of temporary relief to consider their ultimate results."

IOWA BANKERS, FARMERS, AND THE FEDERAL RESERVE

The Iowa Bankers' Association has held during the past month a series of conferences in different parts of that state, to which the bankers and farmers of the several localities were especially invited, but which were open to the public. The conferences were for the purpose of free discussion and exchange of views over the banker-farmer situation in Iowa. The loans of the bankers to the farmers are of record proportions, and the severe declines that have taken place in the prices of farm products have given a much more serious aspect to these loans, and also checked the marketing movement and affected the entire business situation.

These meetings were largely attended, at some places the largest halls being inadequate to hold the crowds, and the interchange of views was frank, honest and valuable. The bankers described their situation, the farmers described theirs and representatives of the Federal Reserve Bank of Chicago told of the general situation and the position of the Reserve Bank. All parties seem to have been impressed that the meetings brought about a better state of feeling. It appeared from the statements made by the officials of the Reserve Bank that banking conditions in Iowa were more expanded than in any other territory of the Chicago district. According to their calculation, based upon banking assets, the bankers of Iowa were borrowing from the Reserve Bank 245 per cent of their proper proportion of its loanable funds. Illinois, with the great industrial and commercial city of Chicago, was borrowing 86 per cent of its rightful proportion, and included in this were the borrowings

of the large member banks of Chicago, for the purpose of lending in Iowa and other outside territory.

The high point of loans by the Chicago Reserve Bank to the Iowa member banks for the war time and immediately following, was reached May 1, 1919, when the figures were \$32,000,000. By July 1, 1919, this amount had been reduced to \$12,000,000. On May 1, 1920, the figures were \$65,000,000, by July 1 were down to \$61,000,000, but on November 12 they had risen to \$91,000,000. These are sums borrowed by the Iowa member banks from the Federal Reserve Bank of Chicago for the accommodation of their customers, after exhausting their own lending capacity. They do not include borrowing by the Iowa banks from correspondent banks in Chicago, New York and other centers, which aggregate a large sum.

GREATER CO-OPERATION BETWEEN BANKERS, LIVESTOCK MEN AND FARMERS SHOULD COME FROM PRESENT SLUMP IN PRICES

The present financial crisis will no doubt be a great influence, bringing into closer co-operation the bankers and producers, particularly of the Western states. The great West produces the major portion of the raw material which supplies the manufacturing centers of the East. Yet the Western bankers must discount their paper in the East to carry the producers for the year's production.

When credits were curtailed some months ago in order to stop undue speculation, as a means of reducing the high cost of living, the Western bankers faced the necessity of meeting their obligations with Eastern banks without having received the proceeds from the usual sales of wool, wether lambs, steers, and the farmers' products which secure the banks for the year's production. In other words, the wool dealers and wool commission merchants who have heretofore advanced money on the wool clip or have purchased it outright,

came under the speculator class and received no credits for the purchase or handling of wool. Such a condition naturally forced the sheep men to meet this condition by selling live stock or realizing on their wool. In addition to forced liquidation our sheep and cattle must be sold on a market based on the price for thousands of tons of frozen meat imported from South America, New Zealand and Australia—duty free.

With our domestic meat animals selling far below the cost of production and wools in Australia and South America being produced at one-third the cost of production in the United States, we must have emergency legislation passed during the present session of Congress or our country will be flooded with foreign meats and wool before the newly elected Congress can possibly meet and act. If all Western Congressmen "adjourn politics" as has been proposed, they will surely be successful in adopting a protective program for the producers of the nation at the short session of Congress. Such action would immediately stabilize conditions and save the country from one of the most severe panics in its history. Business confidence would be restored and Eastern banks would loosen up with their reserves in search for legitimate loans.

If the wool industry of New Mexico is preserved through favorable action by the present Congress there remains the great necessity of preventing the recurrence of such a catastrophe brought about solely by lack of wool sales. With the proper co-operation of the bankers of New Mexico, as well as those of other states, the livestock men could secure loans that would not mature at every change of the moon and co-operative marketing of wool by the growers could be made successful and profitable.

The bankers' and woolgrowers' interests are, it seems to me, entirely mutual and if means could be devised whereby loans could be obtained on wool from the Federal Reserve or from banking houses in the East that would enable growers to hold their wool at least one year, there would be no cause for such

January, 1921

THE NATIONAL WOOL GROWER

17

a calamity as has recently befallen the sheep industry.

For several years there has been an average of 550,000,000 pounds of wool in the United States on the first of January. We will have this year around 850,000,000 pounds on January 1st. The full capacity of our mills is 650,000,000, so that without any further importations, we have enough wool in the country to carry our mills at full capacity for sixteen months. With the 1921 clip coming on, estimated at not less than 275,000,000 pounds, we have enough wool to run us two years. Many of our mills are now closed and others operating at about 40 per cent capacity, which insures the consuming public, noting the tremendous supply of wool on hand, plenty of competition without the foreign wools.

While the country has suffered greatly getting back to normal let it be hoped that our experiences have taught us our relation to each other in industry and as individual citizens. The greatest ideal of citizenship is to be just to ourselves and our fellowmen. Our nation can be no better than its individual citizens make it. We have better opportunities in the United States than in any other country and if we would all assume an unselfish attitude and strive for the preservation and upbuilding of our industries we will soon forget the hardships we are now undergoing and return to an efficient business basis.

PRAGER MILLER.

Roswell, New Mexico.

BUSINESS DONE BY FEDERAL RESERVE BANKS

Partial reports of the 1920 business of the Kansas City and San Francisco reserve banks and of the reserve systems as a whole have been published.

In the Kansas City bank the average total loans in 1920 amounted to \$125,000,000 as compared to \$91,000,000 in 1919. In the year just closed \$77,000,000, or 60 per cent of the loans were on agriculture and live stock, while in 1919 the loans for those purposes were \$41,000,000, or 45 per cent of the total.

The San Francisco bank, at the close of business on December 7 was shown to have more than half its outstanding loans based on agriculture and live stock. In the Portland and Salt Lake branches 75 per cent of the notes were so secured. The agricultural and live stock paper handled in 1919 amounted to \$35,000,000 and to \$122,000,000 in 1920.

Of paper secured by government war obligations the Federal Reserve system as a whole held \$1,500,000,000 at the beginning of last year. On December 31 the amount was \$1,141,000,000, which was 42 per cent of the discounted bills then on hand.

Holdings of bills purchased in the open market declined from \$5,746,000 to \$2,557,000.

Net deposits of all the banks declined from \$1,851,100,000 to \$1,604,200,000.

On January 23, 1920, the Federal Reserve note circulation was \$2,844,000,000 and reached its maximum of \$3,404,900,000 on December 23 and by December 30, was reduced to \$3,344,700,000. Increased borrowing of member banks was accompanied by increases of notes rather than a growth of deposits.

Notes issued by the Federal Reserve Banks differ from Federal Reserve notes. Of the former \$259,000,000 was in circulation on January 2, 1920. On May 14 the amount was \$177,000,000 and on December 30, \$394,000,000.

THE OPERATION OF THE KANSAS CITY RESERVE BANK

The attitude of the Federal Reserve Bank of Kansas City continues to discriminate against the sheepman and live stock producer, despite assertions by the heads of that institution to the contrary. They say now that "no further consideration can be given farmers and stock growers for the reason that livestock products already constitute a burdensome percentage of their collateral," but there is no report ever given out by the Federal Reserve Banks showing the number or amount of loans made on paper made by live-stock producers.

During times of easy money and abundant credit they were supposed to contract and reduce their operations, but instead they seemed so anxious to compete with other banks and make profits that they expanded, loaned money, and made larger profits than any legitimate business. Then when times tightened, money became scarcer, and credit more difficult to obtain, they restricted credit, raised interest rates, tightened up the whole works and continued to make more than 100 per cent profits. They were supposed to balance the financial system of the country by contracting when general business and credit were expanding, and by expanding when the opposite condition obtained. They did nothing of the kind, as note their discounts; in 1917, eight billions; in 1918, thirty-nine billions; in 1919, seventy-seven billions, and in 1920, thirty-eight billions.

The Kansas City Reserve Bank told us last summer they had never refused to rediscount livestock paper when properly presented, but when they send out a printed list of 100 different reasons why paper can not be accepted you can imagine how easy it is to turn down paper as not being "properly presented." When they refuse to rediscount a dollar of feed-lot paper because it is a "full-value" loan, you may not see how a "burdensome percentage of their collateral" is livestock paper but you saw how the livestock markets went tumbling. When paper secured by good breeding ewes at \$4 per head, with the 1920 wool clip included is not acceptable for rediscount, we begin to wonder what livestock paper would be really acceptable to these "deflators"!

We are coming to the point where we believe the country, or at least the livestock producers, would be better off without any Federal Reserve system; certainly the way it is managed now. One thing is certain present conditions can not continue indefinitely. There must be a change some way soon, or this country will see times and conditions as serious as ever reported from Russia. Can any person show us

(Continued on page 49.)

Reports From All Around the Range Country

CENTRAL WASHINGTON

Weather conditions in this section are very favorable for sheep. Some sheep are on feed, but some are still on the range. Cotton cake meal and rolled barley form the chief feed, with a few using alfalfa. Most of the sheep came out of the mountains in good shape, although some were lost on the trail.

There were good lamb crops here and some high percentages made. The grass was rather short in lambing time. Quite a few lambs were held here on account of the uncertainty of prices. Wool is being held in the warehouse in Portland and other places. None has been sold as yet. A few clips were sold early for 43 cents per pound, but most of the owners were holding for 50 cents, and the chances are they will take less than 43 cents.

Some outfits have cut wages already; others are waiting until January 1st. The prospects are good for a big cut in expenses for running sheep.

EDGAR R. CRAMMER.
Wenatchee, Wash.

SOUTHERN UTAH

The sheep went on to the winter ranges in good condition and have, up to this time, done exceptionally well. The growers all look for a nice crop of wool, and it should be in good condition, as the range has just enough snow to save trailing to water. We are, however, up against a real problem—shortage of money for expenses. We have no money to buy revenue stamps to put on our renewal notes. However, we are all hopeful and will continue until help comes. Live stock are all looking better than usual.

THOS. SEVY.

Panguitch, Utah.

EASTERN MONTANA

We have had a fine fall and winter up to this date, with the stock in good condition. No hay has been fed to range stock up to this date (December 22nd).

There is a lot of hay for sale, but little is being sold. Ten dollars is the price asked for the same kind of hay that brought \$30 per ton last winter.

A good many lambs have been shipped out, bringing from .10 to .10 $\frac{1}{2}$. The lambs were from five to ten pounds heavier this year. There are about 20,000 on feed in this locality and most of them are contracted at 12 $\frac{1}{2}$ cents. I have 2,200 on feed. I think we will have to take a loss on them this year. Most people are looking for an improvement

As the ranchers fed these lambs on contract, receiving them at eight cents and weighing them back at ten, they have made some money, but the contractors who put them out, are taking a heavy loss. E. R. McCLURE.

HAY AND WAGES IN EASTERN OREGON

Since the present troubles of sheepmen are not confined to localities, but are issues which call for Congressional



International Champion Rambouillet Ram, a Son of Ohio Premier, Bred and Shown by Orth & Matthews, McGuffey, Ohio

in conditions after the New Year. Let's hope it comes.

CLEVELAND WALLACE.
Big Timber, Mont.

FEW IDAHO LAMBS ON FEED

Rather less than the usual number of lambs were fed on the southern Idaho projects this season, due solely to inability to procure money for operating. The feed was plentiful and easily twice as many could have been fed. Good gains were made, probably an average of twelve pounds per lamb.

legislation and are nation-wide in their scope, it is rather difficult for a new stock owner with a plant in the secluded ranges of eastern Oregon to break into the columns of a publication which has as readers other stockmen and woolgrowers. But presupposing that existing conditions in this section will be of interest to other sheepmen, the writer will side-track the remedial legislation questions and make a brief report on the local situation.

Naturally when a blanket of snow covers the hills and only a few tree stalks of bunchgrass protrude above the

January, 1921

white, stockmen discuss the probabilities of feed shortage. The past fall has been exceptionally good, and hardly any hay has been fed out. Considering that the crops of last summer measured up to the average, sheepmen have little to worry about paying \$25 a ton, the present prevalent price for wild hay, alfalfa and rye. The stock in the Antelope, Shaniko and John Day sections are in good shape.

The all-important phase of the sheep business in this part of the country is the paying of \$100 a month to herders when the price of wool has fallen below pre-war prices. In the Mitchell country, a little over 55 miles east from here, herders' wages have been cut to \$85, and it is reported that herders in The Dalles country are receiving but \$70. Wages must necessarily be cut in southern Waco County, and in all probability the cutting will take place around the first of the year.

More than one woolgrower is on uneasy street in the Antelope country. No wool has been sold and very few sheep have passed into the hands of buyers.

JOHN J. BROGAN.

Antelope, Oregon.

SOUTHERN CALIFORNIA

I have been reading your paper for several years and find it very interesting. We feed quite a lot of lambs every fall and winter—have some 8,000 now in corrals. We are killing about 6,000 a month and aim to buy half fat lambs and finish them. In this way our quality is good.

The winter conditions are good in California. We have had plenty of rain and the grass is growing fast all over the state. Looks as if we will have a big crop of lambs in California and the way the grass has started, we ought to have lots of fine early fat lambs.

JOHN WOODWARD.

Los Angeles, Calif.

NOT SO EASY IN ARIZONA

Sheep summered well and up to late fall were in good shape. The range was overstocked, though, as soon as the feed

THE NATIONAL WOOL GROWER

19

quit growing and drouth commenced. Sheep are losing flesh fast at this date (December 25th). No feed and a great scarcity of water on the desert where most of the sheep winter are giving sheep owners much anxiety. Light snows recently, however, have helped out some.

Sheepmen are paying war wages and war prices for supplies here, and if we do not get relief in the way of tariff from Congress, the sheepman's bank roll will be small for the next few years at least. Most of the sheep owners here are old-timers in the business and have been through panics and drouths before and are trying to hold their sheep, expecting relief from the new administration. The only "blats" are from beginners that paid high prices for sheep, looking for 80-cent wool and \$9 or \$10 lambs, at least until they could fill their pockets.

HOWARD SHEEP CO.
Ashfork, Ariz.

CALIFORNIA NEWS AND SUGGESTIONS

In these days of dark shadows ever growing blacker over the sheepman's path, it is natural to recall unpleasant events of the past, but better still to believe that, as some one said, "the darkest night comes just before the brightest day." Then, too, there are others who, after laborious and high cost production are facing that "reconstruction"—as some fancy to call it—period of near ruin.

This is, however, no time to become hasty, for in the near future—may it be when we follow the trail of the golden hoof back from the winter deserts—we shall glory to know that America is again for Americans, that our wools will clothe our people. It is only a matter of time now when we shall be able to pay expenses and have ten per cent over.

May I take this opportunity to suggest to many woolgrowers the great need for preparing our wool for market in better manner than many of us have been doing? It is very regrettable to see in what condition wool comes into the warehouses, while just a little more

care in sacking would help so much. The U. S. Department of Agriculture Bulletin No. 206, prepared by Mr. F. R. Marshall, our secretary, and his assistant, Mr. Heller, in 1915, is well worth most any price and should be studied for the many suggestions of value it contains. Put up your wool under the directions of this bulletin and at least some foreign wool competition will be met, and a bigger check will also be received.

Over this part of the world generous rains have filled the ground the past few weeks and by December first the cold winter had arrived and since that time about six inches of snow has fallen. Nearly all the sheep are out of here now, on the trail to the desert, past Reno and east about a hundred miles, where some feed still grows and the snow does not fall so deep or lay so long.

All along since last May it has been noticeable how many flocks have been sent to market if fat, or offered at a sacrifice if otherwise. Thus we see once more the quitting on a low market and soon again the buying on a high market will occur. Naturally there can be no money in sheep by such a course.

As I sit tonight comfortably inside—before a bright fire—and under a 300-candle-power lamp, the wind outdoors whistles and moans. It was just such a night years ago when two of us held all night to a tent, battling the winds, snow-laden and chilling, that swept that

(Continued on page 48.)

IDAHO SHEEP CENSUS HIGHER; OHIO LOWER

The Bureau of the Census has announced results of the January 1, 1920, enumeration in four large sheep states, as follows:

	1920	1910
Idaho	2,356,270	2,110,330
Ohio	2,102,550	2,890,163
Utah	1,691,795	1,670,890
Washington	623,779	295,264

The U. S. Sheep Experiment Station

Its Work and Results to Date—Equipment and Plan

Congressman A. T. Smith of Idaho, in urging the Agricultural Committee to support the government's sheep work at Dubois, Idaho, presented the statement which appears below. It should always be remembered that this station serves not only the state of Idaho, but the entire Intermountain country in which general land and climatic conditions make it necessary that there should be a grazing industry for all time.

The United States Sheep Experiment Station is a field station of the Bureau of Animal Industry devoted to the study of problems of the sheep ranchman and the farmer on stock raising homesteads. It is located in Clark County, Idaho, six miles northeast of the town of Dubois. It comprises 28,000 acres and was established in 1915 by Executive order. The work and sheep formerly maintained by the bureau in Wyoming were transferred to the new location in 1917. Before anything could be done, a well had to be dug, fences constructed and buildings erected. The principal buildings are the headquarters building, which houses the superintendent, provides office space and is also used as a cook house, the lambing shed which is also used as a stable, a foreman's cottage, a bunk house, a combined pump house and garage, and an ice house. These buildings cost \$15,000 but could not be duplicated at present for almost twice that amount.

Two thousand sheep are now run on the station. The plan of work is divided into two general subjects:

1. Breeding problems.
2. Range utilization and feed production.

(1) The work in breeding is devoted to studying the production of a mutton-producing, heavy shearing type of Rambouillet sheep and

(2) Studying the different types of cross-bred sheep to determine the best means of producing the cross-bred type most suitable to the Western ranges. This work has been in progress since

the inauguration of the project in 1906 in Wyoming. Excellent progress has been made with the Rambouillet flock and a pen of 25 buck lambs brought the second highest price paid at the Salt Lake Ram Sale in 1920. Scientific study with the Rambouillet flock shows that it pays to increase the length of the wool, even though the fiber may be a little less fine, and that open-faced sheep shear quite as much wool as those with densely wooled faces.

Corriedale sheep were imported from New Zealand in 1914 and are being studied in comparison with Lincoln-Rambouillet and other cross-breds. The development of the Lincoln-Rambouillet cross-breds has been quite an achievement in animal breeding and has progressed so well that the name "Columbia" has been given to the sheep. The type has become quite well fixed in a remarkably short time (five years.)

Problems of range utilization and feed production began this year, when fencing and building equipment first made it possible. The successful solution of these problems is necessary if sheep ranching is to be a stable, profitable business. They are divided into two main heads:

I. A comparative study of different methods of utilizing range land for sheep grazing and of different methods of supplying water to dry ranges.

II. The production of silage, roughage and grain crops on arid ranges that may be utilized for winter feeding of sheep.

The first problem will cover such subjects as (1) the grazing capacity of fenced ranges versus herding in the open; (2) the grazing capacity in fenced pastures under continuous versus deferred grazing; (3) the utilization of dry ranges by means of an artificial water supply (hauled to tanks in wagons); (4) the winter use of the range in connection with feeding and the reseeding of abandoned plowed area found too dry for farming.

Crop production for winter feed was

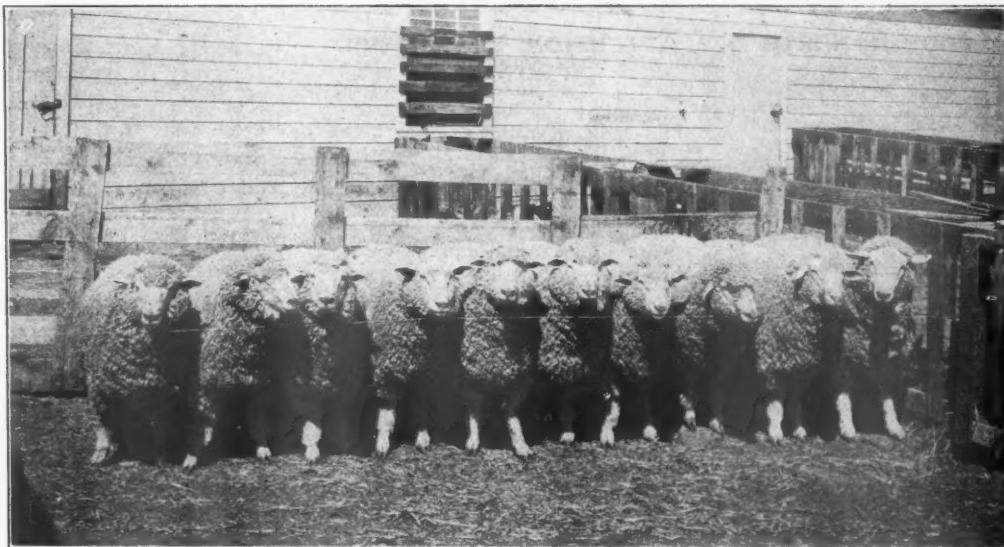
a success in 1920. A heavy crop of sunflower silage was produced. The mammoth Russian variety was planted and yielded 4½ tons per acre. Corn, feterita, kafir corn, and sorghum were planted for forage. They do not yield so well as sunflowers for silage but promise to produce dry roughage. Speltz was grown for grain and roughage.

In the estimates for the fiscal year 1921 the department recommended the purchase of irrigated land for use as an auxiliary to the station where hay would be grown for winter feed. In view of the success which has met the attempt to grow winter feed this year under dry land conditions at the station, the idea of depending on irrigated land has been abandoned. In excessively dry years some danger will undoubtedly be encountered, but it is believed that the information obtained for the benefit of the ranchmen of the Northwest will justify such a risk. The flock is being kept on the station this winter for the first time.

The station turned into the United States Treasury \$6,996.41 during the fiscal year 1920. In addition, \$1,764 worth of products was exchanged. It is not expected that the returns for next year will be so great but with the return of normal conditions the station will be able to show annual sales more nearly approaching its cost. This will be especially true when the flock reaches its maximum size of 4,000 ewes. The overhead expenses for a flock of this size will be little if any more than for a flock of 2,000 heads—the present number. The returns will therefore be proportionately greater.

By increasing the flock to 4,000 ewes, the station will have a "sheep outfit" which will rank with good commercial plants in size, and which will command attention and respect from all sheep ranchmen. A sheep ranchman can then see range problems being studied scientifically under conditions closely similar to his own.

It is desirable that the equipment



Yearling Columbia Rams Bred at the U. S. Sheep Experiment Station.

of the station be completed at the earliest possible date. The problems now facing the sheep ranchman are the most serious in a generation. The United States Sheep Experiment Station can not remove the financial difficulties confronting the ranchmen, but it can study problems in breeding, flock management and range utilization and obtain information thereon which will enable the business to become stabilized in the future. The sooner the erection of needed buildings is out of the way, the sooner the superintendent of the station can devote his entire time and attention to the study of range sheep problems.

The department is asking for an increase of \$45,900 for this station next year to complete the equipment and to make the station more serviceable and to put it practically on a self-supporting basis.

The horse barn will get the horses out of the lambing shed where they are now quartered, and the winter headquarters will complete the arrangements for winter maintenance, one such headquarters having been built last summer. The extension to the lambing sheds will make it possible to have all ewes lamb in the sheds,

thus materially increasing the percentage of lambs dropped and making February and March lambing possible. The storage reservoir and fire mains will provide fire protection for indispensable buildings, now practically without it, and a separate cottage for the superintendent will relieve the congestion at the headquarters. The in-

creased items for labor and feed will be largely offset by the increased revenues from the larger flock thereby made possible. Congress is asked to make \$15,000 of the items for buildings available immediately the bill is signed, so that the construction work can be completed during the calendar year 1921.

The Fordney Emergency Tariff Bill

The Fordney Emergency Tariff Bill in full is as follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that on and after the day following the passage of this act, for the period of ten months, there shall be levied, collected, and paid upon the following articles, when imported from any foreign country into the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the Islands of Guam and Tutuila), the rates of duty which are prescribed by this section, namely:

1. Wheat, 30 cents per bushel.
2. Wheat flour and semolina, 20 per centum ad valorem.

"3. Corn or maize, 15 cents per bushel of 56 pounds.

"4. Beans, provided for in paragraph 197 of the act entitled 'An act to reduce tariff duties and to provide revenue for the Government, and for other purposes,' approved Oct. 3, 1913, 2 cents per pound.

"5. Peanuts or ground beans, 3 cents per pound.

"6. Potatoes, 25 cents per bushel of 60 pounds.

"7. Onions, 40 cents per bushel of 57 pounds.

"8. Rice, cleaned, 2 cents per pound; uncleaned rice, or rice free of the outer hull and still having the inner cuticle on, 1 3-4 cents per pound; rice flour and rice meal and rice broken which will pass through a No. 12 wire

(Continued on page 42.)

With the State Wool Growers' Associations

THE WOOL POOL IN NORTH DAKOTA

The local wool growers' associations in North Dakota are combined in the Federation of Wool Growers' Associations. This body in co-operation with the Northwestern Sales Pavilion and Warehouse Company is handling 750,000 pounds of 1920 wool.

In a bulletin of information recently sent to consignors to the wool pool, the following interesting statements appeared:

One thousand two hundred and seventy-two growers have consignments of wool in the state pool amounting to a total of 755,821 pounds. We are still receiving consignments from individual growers over the state at the rate of two or three a day, and unless we reach the limit of our capacity will continue to receive wool until about February 1. County wool growers' associations in Roseau and Norman Counties, Minnesota, have decided to consign to the North Dakota pool and will ship out in a few days. A small car was received from Clearwater and Pope Counties, Minnesota, this month. Considerable wool coming in at present is found to be in damaged condition, due to poor facilities for storage on farms and in county pool warehouses.

We will have over half of our wool graded by Christmas and should complete this work by February 15 at the latest. Last week 50,566 pounds were handled. We submit the following figures for the grading of this amount of wool, which will give consignors a fair idea of about the average run of grades on our North Dakota wools. Fine and fine medium, 5,892 pounds; one-half blood, 6,102 pounds; three-eighths blood, 20,227 pounds; quarter-blood, 12,095 pounds; low quarter-blood, 304 pounds; braid, 134 pounds; fine black, 39 pounds; medium black, 168 pounds; coarse black, 27 pounds; dead, 980 pounds; damaged wool, 1,689 pounds; burry and seedy, 2,440 pounds; tags, 452 pounds; goat wool, 5 pounds; tub washed wool, 12 pounds; tags, 452 pounds.

In rough figures two-fifths of our wool is falling in the three-eighths grade, one-fifth in the half-blood and fine; one-fifth in the quarter-blood, and the other one-fifth scattered in miscellaneous grades.

ATTENTION, UTAH WOOL-GROWERS!

The reduced rates as mentioned in the National Wool Grower will apply to all Utah sheepmen and their families who attend the Utah State Wool-growers' convention, January 15.

Rates start January 13, good returning January 22.

Ask for National Woolgrowers' rates. Get a certificate from your station agent that you have paid full fare. You can get return fare for one-half rate.

IOWA GROWERS ELECT OFFICERS

Des Moines, Ia.—Officers and directors for the ensuing year were chosen at the closing session of the recent convention of the Iowa Fleece Wool Growers' Association at the Hotel Chamberlain here. A lamb dinner was served as a finale to the meeting, one of the most successful held in several years.

The officers chosen were: W. W. Latta, Logan, re-elected president; V. G. Warner, Bloomfield, secretary-treasurer, and Will Weible, Brighton, vice president. Directors chosen for the various Congressional districts were: First district, Harrison Logan, Hillsboro; second district, Ben Stewart, Davenport; third district, C. J. Kelsey, Iowa Falls; fourth district, T. J. McDermott, Waukon; fifth district, Henry Miller, Newhall; sixth district, A. J. Blakely, Jr., Grinnell; seventh district, Jesse Bone, Bondurant; eighth district, Arthur Leonard, Corning; ninth district, Earl Ranier, Logan; tenth district, H. K. Hutchinson, Ledyard, and eleventh district, C. F. Hood, Sioux City.

Henry C. Wallace, of Des Moines, gave the address of welcome, and L. A. Andrews, president of the Iowa Bankers' Association, spoke on the relations between banks and wool

growers. V. G. Warner, of Bloomfield, secretary of the association, discussed the "preparation of wool for the market," and Prof. T. C. Stone, of Iowa State College, gave an interesting talk on "Improving Farm Stock." Des Moines was chosen for the next meeting, to be held in December, 1921.

COMING EVENTS FOR STOCK-MEN

January 12-14, 1921—Twenty-fourth Annual Convention of American National Live Stock Association, El Paso, Texas.

January 15, 1921—Utah Wool Growers' Convention, Salt Lake City, Utah.

January 15-22, 1921—National Western Stock Show, Denver, Colorado.

January 17-19, 1921—Annual Convention of National Wool Growers Association, Salt Lake City, Utah.

January 26-31, 1921—Kansas National Live Stock Exposition, Wichita, Kansas.

February 22-24, 1921—Annual Convention of Buyers' and Sellers' Live Stock Association, Amarillo, Texas.

COLORADO WOOL GROWERS, ATTENTION

Colorado wool growers attending the National convention at Salt Lake will be called to confer regarding the formation of a state wool growers' association. The Saguache County Association has suggested such conference and further announcement will be made during the convention.

All of the principal wool growing states now have strong working organizations. In co-operation with each other and with the National Association good work is being done locally and through state and national governments.

There is more work to be done and every sheepman should be linked up with his state association and through that with all other organizations.

Market Prospect For 1921

Divination has been discontinued at the stockyards. "Do your own guessing," is what the commission man actually means when divested of superfluous verbiage.

All the prediction made a year ago concerning the course of 1920 market events has been discredited; had anyone possessed sufficient intuition to make an accurate forecast he would have been roundly denounced as a calamity. However, so many fortuitous circumstances developed, including meat imports, and collapse of the wool market, that even the pessimistic few of that period are not in a position to say "I told you so," as they had merely an inkling of what was about to happen. If producers were disposed to ridicule lugubrious forecasts a year ago, anything with a tinge of encouragement is resented under present conditions. Both attitudes constitute erroneous psychology.

Unless the guidepost of experience is rotten to the core, this is an opportune moment for detecting the silver lining every cloud is reputed to contain. The sun will continue to shine, the earth to revolve and the seasons to follow in regular order. Wool will be worn in the shape of clothing and lamb and mutton constitute part of the public dietary and unless history has abandoned the habit of repeating itself, prosperity will follow calamity. Those who have been forced out of the sheep business are entitled to sympathy; the element abandoning it because of temporary adversity is displaying poor judgment.

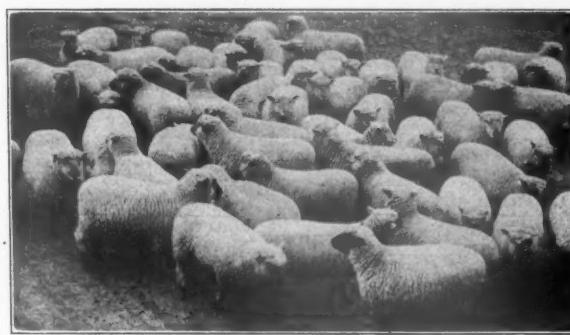
Noel Gibson, who manages the extensive live stock farm of James Brown, Armour's head cattle buyer at Dundee, Ill., a sheepman of experience, dropped into the Chicago market during the December bargain sale and picked up a band of choice black face yearling ewes at \$6 per hundredweight. "Looks like stealing 'em," he remarked, "but if I know anything about the business, this is the time to start a flock, provided one is able to give it the essential care. Whenever you are

able to purchase anything below cost of production, the moment to buy is opportune."

Few are thinking in the company with Gibson, however. Gloom literally coagulates where enthusiasm ran not a year ago and the thrill of the raise "more" sheep booster agitated the atmosphere. Wherever a little bunch of ewes is purchased for breeding purposes, commotion is thereby created. There has been slaughter of yearling and young ewes on an enormous scale for months past, until the source of rich supply appears to have dried up.

If this does not portend shortage what could? Despite drastic liquida-

the cattle business a year ago, when a government stock of about 100,000,000 pounds of No. 1 frozen beef was forced on the market. This year about 60,000,000 pounds of foreign lamb and mutton hangs as a menace over the domestic market and will until it has been cleaned up. How long this liquidation will take or what influence it will exert on the winter market is a subject for conjecture; that it will not make for activity or higher prices is certain. Colorado feeders are warranted in feeling concern, as the annual crop of lambs from that source is ready for the shambles, and as they were put in high, measured by current quotations, and taking into account the



Prize Winning Carload of Lambs at International Live Stock Show, Exhibited by Heart's Delight Farm, Chazy, N. Y.

tion of the 1920 run of live muttons at the principal markets of the United States, the year's supply fell far short of that of previous years, and as it constituted a draft on future supply, more striking decrease may be expected in 1921, as territory east of the Missouri cannot repeat. Decrease may not mean shortage, it is true, as consumption is a primary factor, but unless all the information available is misleading, actual shortage of lambs, if not sheep, impends. Getting in at the present price basis is a radically different proposition to investment at the inflated values of 1919 and it is not human nature to be partial to a possession bought high.

At the inception of 1921 live mutton trade is under the same handicap as

disposition of the market to break \$1 per hundredweight in a few minutes, walking the floor at night may be indoor exercise in the Fort Collins, Greeley and Eaton sections during the next ninety days. It must be admitted that the live mutton market is on slippery footing, its habit of bobbing around injecting an element of luck feeders do not relish as it may mean loss or profit, according to the time of reaching market.

Talking higher prices for any commodity at this juncture is sheer nonsense. Optimism is an excellent abstract quality in its way, but may be overdone and painting iridescent dreams is a reprehensible practice, even when indulged in by commission men. For the next ninety days the principal

January, 1921

visible supply of lamb and mutton is in Colorado and western Nebraska feedlots. It represents an enormous investment and after two successful seasons a suspicion exists that reversal impends. Bankers are nervous and anxious to count their money and feeders will be satisfied if they get out with even a small profit as these lambs were put in on the downward trend of commodity. Danger exists that too many Colorado lambs will be crowded into the market at intervals, smashing prices, whereupon loading will be suspended, resulting in sharp advances which in turn will start another excessive supply. Probably 50 per cent of the crop will be marketed at Denver, packers forwarding it to Omaha and Chicago for slaughter, duplicating receipts and adversely affecting values. Packers' research specialists may hug the illusion that lambs bought on Western markets to be forwarded to Chicago, stabilize prices, but nobody at the market shares in that view, experience having taught them the reverse.

It is highly probable that packers will permit the Colorado and Scotts Bluff movement to run its course during the January to March period, shipping as much of their enormous holding of foreign frozen stuff into distributive channels as can be conveniently absorbed meanwhile. By the time Colorados are run, a period of scarcity will develop during which the residue of the frozen stock can be marketed to advantage. In the East this foreign meat is found everywhere, hotels and restaurants in the principal cities giving it preference for economical reasons, although domestic trade gags at the stuff. Efforts are being made to sell in Chicago, but without results, although scarcity of domestic products would give it an opening. How much more is due to arrive this deponent is unable to ascertain, but at intervals another cargo slips into New York and that the last of it has not arrived is not disputed. Packers are touchy on the subject, realizing that this invasion of the domestic market by foreign meat has been mainly responsible for current agitation for a

tariff impost, which is the last thing they desire, although motives of policy prohibit admission to that effect.

That few lambs or sheep will go on feed at the big barns around Chicago during the winter is a certainty. But one band of 100,000 head has been scheduled so far, R. E. Bicknell of Idaho having made plans to finish that number. There is nothing about the situation or the prospect to encourage speculative feeding and when a would-be operator endeavors to interest a banker in a proposition of that nature he gets a rebuff. Possibly this condition will make profits possible as when money is easy and everybody in a mood to feed, losses are the rule. East of Chicago the visible supply is small; Iowa, which put in half as many as last year is about cleaned up and if the April to June market does not develop the shortest supply of sheep and lambs at that season in many years, somebody is guessing wrong, not a little of this timidity being due to apprehension of what foreign stuff will do to the winter and spring market.

A light 1921 lamb crop is assured all over the United States. Percentage may be large, but the number of ewes bred is the smallest in many years. In 1920 the East had a large lamb crop, but so drastic has liquidation been that a cut of at least 50 per cent is assured. Many sections of Ohio, Michigan, Indiana and New York, where the farm flock idea reached the furore stage in 1919 and sales of ewes at \$35 to \$40 per head were numerous, are now depleted. At a central Indiana point recently a farm sale was held at which \$5 to \$6 per head were ruling prices, market shippers being the only bidders.

Country bankers, who encouraged farm flock investment a year ago, now refuse to advance a dollar on sheep. The promoter has wholly disappeared for obvious reasons. Something like a year ago a Montana man went down into central Tennessee, secured an option on a tract of 80,000 acres of land and solicited financial aid from local bankers to buy ewes to stock it. The project was well under way when the slump in wool occurred when it

promptly blew up. Similar projects hatched in various parts of the South met similar fate. About that time, it will be remembered, one of the Chicago packers endeavored to stimulate lamb raising in New England by offering to sell the product for the account of the grower, but never got anywhere with it. At least another generation must be awaited before another raise-more-sheep furore can be generated.

It is barely possible that 1921 production can be reduced to a point where demand will absorb the product at a profit to the producer. A certain element will buy lamb regardless of price, but when supply is even slightly in excess of that quantity it must be sold for what it will bring regardless of results owing to its semi-perishable nature. Much of the demoralization of 1920 was due to the fact that an enormous lamb crop was raised east of Chicago, a territory that will be short for several years to come, as both aged ewes and ewe lambs have been cashed and the victims of the slump cannot be interested in wool or mutton production until memory has been effaced. It may be that the disastrous experience of 1920 will work to the distinct advantage of the Western lamb raiser for half a decade to come.

J. E. POOLE.

THE LANDS OF UTAH

A recent report upon Utah lands by the state engineer showed the following suggestive condition:

Total area (land, water, desert)	Acres.
desert)	54,393,600
Water area	1,579,980
Farming land, privately owned	2,910,786
Desert and alkali flats	2,627,220
Mountains, grazing lands, privately owned	3,812,581
Other grazing land, privately owned	2,043,285
National Forests	7,414,696
Public Land	34,005,052

Of the 2,910,786 acres of farming land, 973,789 acres are under irrigation. In 1920 the area in crops was 1,207,311 acres.

NEED OF AGRICULTURAL BUYING POWER

In its December review of business the National City Bank of New York said:

Price Structure Top-Heavy

A movement of this kind (boom markets) is not sustained, because the buying abilities of all classes of the public do not remain in balance. In the great rise of prices all did not share alike. Those whose incomes did not keep pace with the rise of prices were obliged to curtail their purchases, and as prices went higher the support for them weakened. The spring months were unfavorable to trade, goods did not move normally, the bobbing trade fell off, and with production at a high rate goods were accumulating. Money was tight, middlemen had heavy obligations outstanding and more goods coming, bought for the fall trade. Then came the flood of cancellations and the cutting of prices. The price structure was top-heavy. As confidence in the future of prices was undermined the attitude of the trade and the public completely changed. Nobody would buy except to meet immediate wants, and goods came out from many quarters. When it developed that the orders for fall goods cancelled last May were not to be re-instated, and that fall needs were readily satisfied in the open market at continually falling prices; and when as the fall advanced the usual buying for spring delivery did not develop, it became evident that confidence would not be restored or prices stabilized until a far-reaching, thorough readjustment of costs and prices had been accomplished.

When Will Confidence Be Restored?

The movement has gone too far in some directions for confidence to be restored or buying stimulated until it has gone farther in other directions. The situation as regards purchasing power is more disorganized and out of balance than it has been at any previous time. The farming population has suffered a loss of purchasing power amounting to somewhere between 30

THE NATIONAL WOOL GROWER

and 40 per cent, or \$6,000,000,000 to \$8,000,000,000, as compared with last year. It would be very foolish for the people engaged in the other industries to think that they can go on making and selling goods as though this loss had not occurred, enjoying also the benefit of the reduction in farm products.

Manufacturers, merchants, labor leaders, owners of stocks in railroads and industrial companies—everybody in business—are asking how long this depression which is spreading over industry is likely to last. Nobody can tell the length of time, but it is not difficult to name the principal condition necessary to a revival. The prices of what the farming population wants to buy must come down to correspond with the prices of what it has to sell. Until then the state of reciprocity which is necessary to the full employment of labor and general prosperity cannot exist. The equilibrium must be restored. There will be no confidence in the situation until the equilibrium is restored. Merchants are not going to buy goods which they know their customers are unable to buy, railroads will not buy equipment to carry goods which will not be bought, construction work will be at a standstill, enterprise will be dead, until a basis of fair exchange for the products of the industries is reached.

This is not a matter of resolution, resentment, or concerted action. It results from the character of trade relations, from the fact that all business consists of an exchange of services. What one class of producers does not get, it cannot spend. With trade relations out of balance the circulation of goods must be curtailed.

FREIGHT RATES REDUCED ON IDAHO ALFALFA

An announcement of great interest to the alfalfa growers of Idaho has been made by the traffic department of the Union Pacific railroad, at Omaha. Rates on alfalfa meal and hay from Idaho points east to the Missouri river are to

be reduced from \$15 to \$10 a ton, the reduction to be in effect until April 30, next. Idaho growers have found it impossible to move these products at the present freight rates. Unfortunately, the alfalfa producing states of the West have declared a quarantine against Idaho alfalfa, claiming that it is infected with the alfalfa weevil.

The Idaho growers, therefore, found themselves deprived of a market in the Pacific Coast and Rocky Mountain states, and the rate on shipments to the Missouri River was prohibitory. Governor D. W. Davis estimated the other day that southern Idaho had a million tons of unmarketable alfalfa. The price had fallen to \$6 to \$7 a ton, and persons well advised say that almost any quantity could have been bought on large purchases at \$6.

To increase the troubles of the southern Idaho producers, that region has been drenched with unprecedented rains, and a large part of the third cutting of alfalfa was destroyed.

The reduced freight rate should add \$5 to the Idaho market price, giving the grower from \$11 to \$12 a ton. The railroad officials hesitated about giving the lower rate, claiming that there was no assurance that the growers would receive the benefit, but that it would be absorbed by the speculators. The matter has been under consideration for some time, and it finally became apparent to the railway officials that the crop simply would not move at the old freight rates. Hence, the tardy granting of this measure of relief.

The Bureau of Labor figures, October average, based upon prices of 325 commodities, report a decline of 7 per cent below September, and 17.3 per cent below the May average. As compared with October, 1919, the table shows a decline in articles of food of 3 1-3 per cent, cloths and clothing nearly 18 per cent, and farm products 21 per cent. Bradstreet's table of consolidated prices is down 24.8 per cent from its peak, which occurred in February.

January, 1921

CLOTHES AND BLANKETS FROM MONTANA WOOL

The Montana Wool Growers' Association, at a meeting held in Helena, Montana, December 29, formally authorized Doctor H. C. Gardiner, of the Selway-Gardiner Sheep Company, at Anaconda, Montana, to proceed on behalf of his associates and the association to manufacture virgin all American wool fabrics and blankets.

For the past six months there has been an active interest displayed by the

Beautiful all virgin wool fabrics are now being produced and sold from both three-eighths blood and fine range fleeces. Within a week orders for seven thousand yards of woolen suitings have been booked, as well as orders for seventeen hundred and fifty blankets.

The Montana Association will be glad to take orders for either blankets or cloth from state institutions, from Farm Bureau organizations, from labor organizations, industrial plants, and the trade generally. Offices will be opened in Chicago during the month of Janu-

all American virgin wool, no shoddy, and guaranteed by the association.

For further information, giving full information about your requirements, write either C. N. Arnett, Secretary Montana Wool Growers' Association, Bozeman, Montana, or H. C. Gardiner, Director of Manufacturing and Marketing, Montana Wool Growers' Association, Anaconda, Montana.

A notice will be published in the succeeding issue of this paper giving the Chicago address of the association headquarters and selling agency.

Material will be displayed in Salt Lake during the time of the National Wool Growers' convention.



International Champion Rambouillet Ewe. Sired by Pride of the West.
Bred and Exhibited by F. S. King Bros., Laramie, Wyo.

different Western associations in the movement to get the wool grower and the consumer more closely together to the mutual interest of both parties. During the past week there have been delivered the first custom tailored clothes both in the East and in Montana, made from Montana wools, and tailored by custom tailors for the Montana Association.

A contract for a large order of blankets of standard weight and sizes, both single and double, has been let and these blankets are in process of manufacture.

ary, and quotations will be made on single suitings, piece goods, custom or ready-made clothing and blankets in any quantity.

Special arrangements will be made to accommodate co-operative farm organizations, and the movement promises to be a step which will insure the people of America a fabric of unquestioned quality at a price approximately half the present market price for goods of similar quality. Every suit, suit pattern, or blanket sold will be sold under a guaranteed label of the Montana Wool Growers' Association to contain

INVENTORYING LIVE STOCK AND PRODUCTS IN TAX RETURNS

A December 30th announcement from the Treasury is to the effect that it will be permissible to adopt "cost or market" price, which ever is lower as a basis of valuing inventories for 1920 tax returns. The announcement says:

Under ordinary circumstances "market" is defined by the regulations as meaning the current bid price prevailing at the date of the inventory for the particular merchandise in the volume in which ordinarily purchased by the taxpayer. The regulations, however, further provide that where, owing to abnormal circumstances, the taxpayer has regularly sold such merchandise at prices lower than the current bid price, the inventory may be valued at such prices.

Inventories of taxpayers on whatever basis taken will be subject to investigation, the revenue bureau announced, and taxpayers must satisfy the bureau of the correctness of the prices adopted.

Taxpayers are permitted under the regulations to value their inventories at cost or market, which ever is lower, regardless of past practice, but in the future a change will only be permitted with the consent of the bureau.

The 1921 Conventions

CONVENTION RAILROAD RATES

Return fare at half rate has been granted by most of the Western lines for the fifty-sixth annual convention of the National Wool Growers Association at Salt Lake City, January 17-18-19, 1921. The rate is handled on the certificate plan and is conditional upon an attendance of 350 presenting certificates obtained when purchasing going tickets. The attendance has always been much in excess of this number.

The rate is in effect January 13 to 19 and for leaving Salt Lake up to the 22nd. It applies from all points in Wyoming, Idaho, Montana, Colorado, Arizona, New Mexico and from Eastern points and it is expected from Oregon, Washington, California and Nevada also, and from Eastern points.

Read the directions below and present your certificate at the convention.

This applies to tickets purchased (with certificates) from January 13th to 19th. The reduced rate is good for leaving Salt Lake up to January 22.

The following instructions are issued by the railroads:

1. Be sure when purchasing your going ticket to ask the ticket agent for a certificate. Do not make the mistake of asking for a receipt. If, however, it is impossible to get a certificate from the local ticket agent, a receipt will be satisfactory and should be secured when ticket is purchased. See that the ticket reads to the point where the convention is to be held and no other. See that your certificate is stamped with the same date as your ticket. Sign your name to the certificate or receipt in ink. Show this to the ticket agent.

2. Call at the railroad station for ticket and certificate at least 30 minutes before departure of train.

3. Certificates are not kept at all stations. Ask your home station whether you can procure certificates and through tickets to the place of meeting. If not, buy a local ticket to nearest point where a certificate and

through ticket to place of meeting can be bought.

4. Immediately on your arrival at the meeting, present your certificate to the endorsing officer, (as will be announced) as the reduced fare for the return journey will not apply unless you are properly identified as provided for by the certificate.

5. No refund of fare will be made on account of failure to either obtain a proper certificate, or on account of failure to have the certificate validated.

6. Return tickets issued at the reduced fare will not be good on any limited train on which such reduced fare transportation is not honored.

THE CONVENTION PROGRAM

Monday, Jan. 17, 10 a. m., opening. Reports and President's address.

Address of Welcome, Governor C. R. Mabey, Utah.

Monday afternoon: The Federal Warehouse Act and Wool Selling, Chester Morrill, Washington, D. C. Stock Commission House, C. H. Withey, Omaha.

Monday evening: Athletic Carnival, arranged by the Salt Lake Commercial Club.

Tuesday forenoon: Subject: Adjusting the Sheep Business to Conditions.

Sheepmen's Accounts, F. A. Ellenwood.

Points of Profitable Fine Wooled Ewes, V. O. McWhorter.

Open Discussion.

Report of Washington Legislation Committee.

Tuesday afternoon: The Tariff Commission Report on Cost of Wool Production.

Address by Senator-elect R. W. Stanfield.

Wednesday forenoon: Report of Committee on Stockyards and Feedyards.

Protective Limits and Reductions of Permits, W. C. Barnes, Forest Service.

Wednesday afternoon: Unfinished Business.

YOUR BUSINESS CONVENTION

It is expected that the Fordney Emergency Tariff Bill will have become law by January 17. In any event it will remain to arrange ways and means to secure necessary clauses relating to wool in the new administration's tariff bill. The present Ways and Means Committee of the House of Representatives has begun work in preparing the bill to be introduced when Congress convenes after March 4.

The question of charges at feeding stations and by live stock commission houses will be prominently before the convention. President Hagenbarth has appointed a committee to study these matters before and during the convention and to present recommendations. Every wool grower should make known his ideas to this committee. The members are: Dr. H. S. Bettis, Boise, chairman; W. N. McGill, Ely, Nevada; Henry Moss, Salt Lake; Prager Miller, Roswell, New Mexico; J. D. Noblitt, Cokeville, Wyoming.

The Department of Agriculture has announced its intention to revise grazing fees in 1924 to equal their "actual value" at that time. 1921 is the time to advise with the Forest Service officers as to how "actual value" is to be arrived at and to present other matters that should be considered as matters of principle and regulation affecting the forest area as a whole.

The Committee on Forest Service Affairs is as follows: F. A. Ellenwood, California, chairman; Hugh Sproat, Idaho; Jay Dobbin, Oregon; Thomas Austin, Utah. Talk to them before they present their report.

Several prominent speakers other than those now announced will be heard. Every person attending is invited to take part in discussions and in forwarding the work of the committees and the convention.

NATIONAL WOOL GROWER

Published Monthly by the National Wool Growers Association Company, (Inc.)

Published at 303 McCormick Bldg., Salt Lake City, Utah
SUBSCRIPTION \$1.50 PER YEAR

Entered as Second Class Matter January, 1913,
at the Postoffice at Salt Lake City, Utah.

EDITOR.....F. R. MARSHALL
Salt Lake City, Utah
L. L. HELLER.....Assistant Editor
Chicago, Illinois.

ASSOCIATE EDITORS
F. A. ELLENWOOD.....Red Bluff, California
ROSCOE WOOD.....Douglas, Wyoming
J. E. POOLE.....Chicago, Illinois
HUGH SPROAT.....Boise, Idaho

PROGRESS IN TARIFF LEGISLATION

Just when it seemed that the Fordney Emergency Tariff Bill would be ready in a few days for the President's signature it is announced (January 4) that the Senate Finance Committee would delay action to hold hearings from the 6th to 11th inst.

This comes following the return to the capitol of Senator Penrose to resume his position as chairman of the Senate's finance committee, of which Senators McCumber and Smoot are prominent members. Senator Smoot introduced his bill providing for an embargo upon wool and manufactures of wool, on December 7. It soon became plain that it would be useless to send such a bill to the lower house.

President Hagenbarth, Vice President Coffey, Dr. McClure, Dr. Wilson, Prager Miller and Judge Thurmond of the Texas Association, as well as representatives of the American Farm Bureau Federation presented the question most forcibly before the committees of both bodies. Other agricultural interests made strong demand for emergency tariffs. Finally, on December 20, the Fordney Emergency Bill was

THE NATIONAL WOOL GROWER

presented and passed by the House on the 22nd by a vote of 208 to 76. (Text of this bill appears on page 21 of this issue.) In the Senate a Democratic filibuster was threatened. When the bill came up for reference to committee its opponents attempted to send it to the Commerce Committee, but it finally went to the Committee on Finance, of which Senator McCumber was then chairman and Senator Smoot ranking member. The decision, under Senator Penrose to conduct hearings has come in face of the fact that a plain majority in the upper chamber want the measure to come into effect at once.

Our representatives have accomplished a great deal. So much progress on such a bill has never before been achieved in so short a time. They have had yeomen support from men of both parties in both houses. It will not be possible for American agriculture to overlook the record of any whose lack of information or lack of appreciation of the conditions leads them to delay or attempt to defeat the passage of this bill. Should action possibly be delayed until the time of the annual convention the National Wool Growers' Association must then speak most strongly. Never was there a time when sheep men could accomplish more by attendance upon their state and National conventions.

THE DEPARTMENT OF AGRICULTURE'S POSITION ON GRAZING FEES

In his recent annual reports Secretary Meredith referred to the question of grazing fees on National Forests in the following language:

"Grazing at present is the principal source of money return to the government from the National Forests. Since 1915 the grazing fees have been doubled, with the view of making them commensurate with current rental rates for neighboring private lands of the same character. When the existing rates were established, the users of the

January, 1921

range understood that they would remain in effect for five years, and many of the grazing permits were issued for this period. The value of the grazing privilege on many ranges subsequently advanced and a considerable sentiment in favor of an immediate further increase in the fees developed. The good faith of the government would be impaired by such a course. Furthermore, to advance the fees at the present time would add seriously to the instability which confronts the National Forest livestock industry because of changing market conditions, and would be neither just nor good public policy.

"No policy has been laid down by Congress for the guidance of the Department in the exercise of the administrative discretion, with which it has for 15 years been vested, to determine the conditions under which the use of the range should be permitted. If Congress desires to prescribe such a policy it should not take effect until after 1923, when the existing leases will expire. Even in the absence of legislation, the Department will make a classification of the ranges and fix a new scale of charges, to be imposed in 1924, under which the fees will represent the actual grazing value of the particular portion of the range used by each permittee or group of permittees. Before the new scale is determined, an opportunity will be given the local associations of National Forest range users to submit any data regarding the fairness of the proposed fees which they may desire to present."

It appears that the Department's idea of "actual grazing value" is to be based upon comparison with other lands at rental rates obtaining in 1924. This is by no means a proper measure of the value of forest grazing. Wool growers and forest users' associations should start now to get from Forest Service officials a full understanding of what is proposed and to give those officials the benefit of their suggestions.

The question will be before the Forest Service committee of the National Association as announced on page 27.

January, 1921

29

CONGRESSMAN MADDEN'S INCORRECT STATEMENT

In the debate of the House of Representatives upon the Fordney Emergency Tariff Bill, Congressman Madden, Republican, of Illinois, made the statement that the proposed duty on wool would result in doubling the price of clothes.

The Associated Press dispatches from Salt Lake carried this correction from the National Wool Association:

"A very misleading statement by Congressman Madden of Illinois has been twice carried in dispatches from Washington. In the debate on the Fordney Emergency Tariff Bill Congressman Madden stated that the proposed duty on wool would cause the price of clothes to double.

"Such a statement is both ridiculous and dangerous. If uncorrected it would constitute a serious misrepresentation of the work and objects of the Ways and Means Committee and both houses of Congress.

"The National Wool Growers Association has repeatedly pointed out that but little connection exists between the market price of wool and the selling price of clothes. Three and one-quarter pounds of scoured wool are required for an average sized man's suit made from worsted cloth. The Fordney bill provides a duty of 45 cents per pound on scoured wool. The duty on the wool entering into a suit would amount to \$1.46, which is very far from 100 per cent of the price of any suit as Mr. Madden refers to: Also, an import duty on material does not necessarily mean that the manufacturer's cost will be increased by the amount of that duty.

"Producers and selling agents in the country of origin realize the need of adjusting their prices to permit exports to countries levying duties. The proposed measure would give American wools in American markets an advantage of 45 cents per scoured pound over foreign wools, which until recently sold around \$2 per pound. This would give needed security to home

THE NATIONAL WOOL GROWER

production. The full amount would go into the treasury and serve to reduce amounts otherwise collected in more direct ways. The payment would actually largely be made by the foreign exporters, who would necessarily sell at prices to permit our manufacturers to use the wools on which duty has been paid.

"No matter how opinions differ as to operation of tariffs, it is grossly incorrect to suggest that result would even approach what Mr. Madden claims."

FINANCING AGRICULTURE

Progress in all human affairs comes through development that slowly reaches the point at which epoch making changes result. As one progressive step is taken there become apparent requirements in backward lines, which are thrown into prominence by the advances secured.

Sometimes, too, crisis shows weak spots in methods that have always been weak, but which had gone without treatment because the victims ordinarily got along in tolerable fashion and only became aroused when conditions became extraordinary. Times of stress may not be the best times for revamping permanent policies and machinery for doing business, but what they reveal of weakness must be taken to heart and included when safe action becomes possible.

American commerce got along for centuries on a financial and banking system inferior to that of other countries. The handicaps it imposed in normal times and the panics which occurred finally were utilized to institute action in Congress. After ten years of investigation and debate the Federal Reserve System was established. It was not claimed that the system was largely intended to facilitate the production of agricultural products. For agriculture, the Federal Farm Loan Act was passed to provide mortgage loans on land. This was also procured through the zeal of sacrificing individuals, who drove home to the minds of Congress and of the pub-

lic that elects Congress the necessity of such action for national welfare.

For many years there was in Congress a gentleman from South Carolina, who had a keen appreciation of the nation's interest in agriculture and did much to advance needed legislation pertaining to agriculture. Hon. A. F. Lever is now a member of the board controlling the Federal Land Banks mentioned above and the future of which still awaits decision of the Supreme Court. Recently Mr. Lever said:

"The banking laws of the country are not suited to the demands made by a system of orderly marketing. Section 13, of the Federal Reserve Act, with its discountable privilege on farm paper of a six months' maturity, is a recognition of this fact and an effort to solve it. It has unquestionably been of great service. The Federal Farm Loan Act also recognizes the difference in the credit needs of commerce and industry and those of agriculture and the operations of this latter law have been successful. But neither the Reserve Act nor the Farm Loan Act furnishes that kind of credit necessary.

"It takes twelve months to prepare for, seed, cultivate and market an ordinary agricultural product. The present lack of a system of marketing, or more accurately, the lack of a system for financing marketing, forces 75 per cent of agricultural products upon the market in four months, with the resultant autumnal dip in farm prices. An orderly system of marketing would carry the distribution period over twelve months. This cannot be accomplished under the present credit machinery. Do not forget that the Reserve Act is essentially for commerce and industry and must deal in quick-maturing paper, while the present Farm Loan Act offers for sale paper with a maturity of thirty-four years, or longer. What we want, and must have, is a piece of credit machinery peculiarly adapted to the handling of paper with a maturity which synchronizes with the period of growth and distribution.

"The task is not impossible. By the application of principles of business already operating successfully the thing can be worked out. The plan proposed involves the standardization of staple agricultural products of a warehousable character into grades and classes, the building up under Federal and state regulation and inspection of a system of bonded warehouses and elevators

January, 1921

for such products, the issuance of uniform elevator or warehouse receipts for a given product, the pooling, regionally, of these warehouse receipts in the hands of a government appointee, and the issuance against these pooled warehouse receipts of a certificate, debenture or bond and the selling of the same to the investing public at such rates of interest as such collateral will command."

Secretary Houston, also from South Carolina originally, has been strongly denounced for failure to use the Treasury of the Federal Reserve System for extending loans on farm products. Unfortunately for himself and for the country, Secretary Houston appeared convinced that such loans were wanted to enable the recipients to boost the markets. He appeared to consider that all agricultural articles should go on the market at whatever price is obtainable at the time production is completed.

The words of President Howard, of the American Farm Bureau, indicate that that great organization is ready to secure action that will more adequately finance the production and marketing of products of the soil:

"Now, to my mind, there are three outstanding things necessary at this time and one of them I have just referred to—the credit situation of this country; our banking has just grown, following lines of least resistance and greatest profit—profit to the bank, of course. We have developed a system which says to the farmer, 'we' will loan you money to produce your crop, we will support you for the productive season and when the season is over, you will sell that which you produce.'

"The productive season is a season of hazard always. There are floods and drought, frosts, hail and chinch bugs, and acreage and labor shortage and a lot of other things which make that productive season one of hazard to the farmer and to the banker, but when that productive season is over, Mr. Bunker says to the farmer, 'You market all that you have produced now, at one time, and pay me.'

"And the farmer has done it and because more products have been thrown upon the market at one time than the stomach of the American people can digest at that one time, the load depresses the market and the banks take that money which we have

gotten on the depressed market and loan to the speculator, who buys the stuff at the low price and markets it throughout the consumptive year, always at a profit. The least which we can demand in asserting our rights is that we have a credit as farmers which will extend not over the productive year alone but throughout the consumptive year in order that we may market our crops orderly..."

Governor Harding, quoted on another page, recognizes the need of so financing crops and livestock as to permit them to go from producers' hands to the consumer at the rate needed throughout the year.

Suggestions have been made that provision should be made for lower rates on loans for all agricultural purposes through the Federal Reserve. A bill was introduced in Congress last year, "to create a rural credit society and general insurance league to facilitate the increase and reduce the cost of farm production." Proposals have been made to empower the land banks to make loans other than on mortgages. Is it certain that we want our improved credit facilities under government direction? Government endorsement of the bonds of joint associations controlled by producers and seasonal borrowers would seem more logical in light of recent experiences.

This is a time for agricultural leaders to confer and consult and work out a plan of financing that will be best for the country as a whole and that will provide what is needed in the simplest way consistent with good business practice. When this is done we shall soon have facilities for the finances essential to orderly and economical productions and marketing of all agricultural products.

WOOL AFFAIRS IN BOSTON

During the last two weeks there has been a noticeable improvement in the tone of the talk among wool buyers and sellers.

Prospects of early Congressional action upon the Fordney Bill have given a firmer position to holders and some concerns have apparently been

acting upon the belief that the present is the time to secure stocks at the market's lowest point.

Much interest was aroused by the auction sale of overcoatings by the American Woolen Company. On the first day the highest price was \$3.50 per yard for goods which sold a year ago at \$8.07.

A Cincinnati house paid \$1.05 a yard for goods obtained last year at \$3.65. Retail dealers have quite generally made reductions in prices, though not always as large ones as were looked for.

It is logical for them to offer sometimes all possible loss upon high priced goods. The resumption exists under the buying power, which the public still possesses, awaiting conviction that prices have reached a final basis.

While many wage earners bought very freely during war-price times, there is still a large accumulation of requirements of clothing, the filling of which will give a very healthful character to the trade, when the psychology of the situation is adjusted and when people generally awake to the fact that no class of service or goods can meet a satisfactory demand while there is a boycott on buying over any important commercial line of output.

During the week before Christmas, Boston wool traders conceded an advance of from 5 to 10 cents per scoured pound in the case of the more popular grades.

There has been some complaint from manufacturers that the proposed duty called for by the Fordney Bill will place them at a disadvantage in competing with manufacturers of other countries for the cloth and clothing trade in foreign markets. On the whole, however, the result of the movement seems rather to have operated to cause apprehension of limited supplies of material.

It has been stated that some orders placed in Australia have been canceled.

December Sheep Market Review

OMAHA HAD LIGHT RUNS IN DECEMBER

The past month has witnessed a series of unsettled and unsatisfactory markets in the live mutton trade at this point. Price swings have been wild and erratic, for no apparent reason, and the general tendency to values has been downward.

Most of the sheep and lambs received lately have been corn-fed and the month's receipts are decidedly small, when measured by December runs of previous years. Only 142,184 sheep and lambs were marketed here last month as compared with 279,752 head during the same month of 1919.

The month's top on corn-fed lambs, \$11.75, was paid during the first week and a few lambs also returned to this figure after Christmas, but for the most part good lambs had to sell at \$11 and less, reaching the lowest levels of the year about the middle of the month. At that time good lambs were quoted under 10 cents a pound and good ewes under 4 cents a pound.

The year closed with strictly good corn-feds notched at \$10.00@10.50 and with good ewes selling around \$4.00. Wethers and yearlings were rather scarce.

No feeders of consequence have been coming lately and there is very little demand for this class of stock. Prices from day to day held to a nominal basis, although an occasional sale of good feeder lambs has been reported around \$9.00@9.25. The output of feeders for the month is negligible, hardly more than 20,000 head.

Year's receipts of sheep and lambs at this market amount to 2,890,738 head, a decrease of 898,450 head from the record supply of 1919. The year's output will also show a pronounced decrease, advance figures indicating that the movement to corn-belt pastures and feed-lots last year, approximately 1,165,000 head, is the smallest on record since 1916.

Current quotations on sheep and lambs are about as follows:

Best fat lambs	\$10.00@10.50
Medium to good lambs	9.75@10.00
Plain and heavy lambs	9.00@ 9.50
Yearlings	7.25@ 8.25
Aged wethers	5.00@ 6.25
Good to choice ewes	4.00@ 4.25
Fair to good ewes	3.25@ 4.00
Cull and canner ewes	1.50@ 2.50
Feeding lambs	8.25@ 9.50
Feeding ewes	2.75@ 3.50

DECEMBER SHEEP MARKET AT KANSAS CITY

Kansas City Stock Yards, Dec. 31, 1920.—In December, lamb prices broke to a new low level for the year, but regained the loss and closed in about the same position as November. Sheep, except yearlings, showed a big decline, but did not regain much of the loss before the close of the month. Yearlings sold up to \$9.50 or as much as they would have brought in late November. Ewes are bringing \$3.50 to \$4.50, and are relatively lower than other killing classes. However, the bulk of the mature sheep offered on the Kansas City market were old ewes, half fat and not very desirable from the killers' point of view. Taking the month throughout, especially when considered that cattle and hogs came in for a big decline, sheep and lambs made a good showing.

The December run in Kansas City was principally from the corn belt, excepting a few loads from northern, and the San Luis and Arkansas Valleys in Colorado. Total receipts were 106,000, or 24,000 less than last year, and with the exception of 1918 the lightest December supply in the past ten years. Handy weight lambs have been scarce, and they command a premium over other weights. Some northern Colorado lambs averaged as high as 97 pounds, and the bulk of the other of-

ferings were 87 to 95-pounds weights. Half fat grades were discriminated against by killers and there was only a limited demand for feeding classes. Most salesmen are of the opinion that feeders should get their offerings fat before they ship. Closing quotations for fat lambs were \$10.50 to \$11.50, half fat \$8.50 to \$10.25, ewes \$3.50 to \$4.50, wethers \$5.50 to \$6.25, and yearlings \$8.25 to \$9.50. Cull and canner grades were slow sale. Feeding lambs sold at \$7.50 to \$8.50, and feeding ewes \$2.50 to \$3.50.

Fewer thin sheep and lambs went back to feed lots last month than in any December in the past ten years. A good many feeders usually draw their supply from the half fat classes offered that month. This decrease in buying added to the material shortage of supply on feed in the corn belt that existed at the beginning of the month, together with the December run almost entirely from cornbelt feed lots. There are few native fed grades to come in the next three months.

Colorado is the only state that reports normal feeding operations. While there is a moderate increase in lambs over last year in that state, the decrease in the corn belt offsets that gain. Western fed grades will have the right of way on the market during the next three months. Total receipts of sheep at the five principal markets: Kansas City, Chicago, Omaha, St. Louis and St. Joseph, in 1920, were approximately 10,100,000 or 2,200,000 less than in 1919.

C. M. P.

A good cure for the effect of reading recent market reports is found in Mr. Poole's forecast of 1921 markets on page 23.

Market Review continued on page 34.

DECEMBER WEATHER ON WESTERN RANGES

By J. Cecil Alter.

The following summary of weather, livestock and range conditions has been compiled from the various reports and publications of the U. S. Weather Bureau.

UTAH.—Moderately cold weather with occasional light and well distributed snows occurred during the first three weeks, the cold weather and the snow cover necessitating some cattle feeding by the third week. However, the open desert ranges have offered an abundance of good feed and the snow falls have been ample and timely, an unusually favorable condition, over practically all the desert ranges. The storms have been heavier in the northern half of the state for some weeks, the southern counties being comparatively dry, with an occasional report of stock moisture scarcity. Abnormally mild weather at the close of the year and right early in January has carried away much of the desert snow, making the utilization of some of the more southerly ranges inconvenient for the present. However, both cattle and sheep are in good condition generally, the sheep breeding season progressing under unusually favorable circumstances.

NEVADA.—The weather has been rather cold but temperature changes were not great and storms were moderate, producing conditions that were favorable for livestock in the middle and northern portions. Dry weather has continued in the extreme southern portion where there has been some inconvenience on account of the lack of stock moisture, though range feed there, as elsewhere over the state, has continued good. Hay is abundant and there has been more or less feeding of late, the animals at the principal feeding stations being reported in fine condition. Range stuff also has done well as a rule. The mild spell at the close of the holidays has dissipated much of the desert snow toward the northern portion though the supply has been above normal in this region.

IDAHO.—Temperatures were mild with few exceptions, all month, being especially mild during the last week. Precipitation averaged well above normal generally, storms being copious and timely and consisting of both rain and snow, though the ground was mostly snow covered much of the month. The desert sheep range out of Pocatello was reported to be in poor condition near the close of the month, and sheep were being fed. Stock elsewhere confined chiefly to the feeding lots, and were doing very well, having entered the winter thrifty and continued so to date. The mountain snow supply is better than usual.

MONTANA.—Mild and comparatively dry weather in the first half of the month east of the divide, was followed by much colder weather, with light but general snowfall. However, most of the month was favorable for livestock. The range has continued very good west of the Rockies; and it is still satisfactory over most of the region east of the mountains, and stock everywhere have thriven. There was some severe weather, but generally there was little hindrance to grazing. There is plenty of feed in the state and stock are in good shape.

WYOMING.—Mild weather during the first two weeks was followed by much colder weather in the latter half of the month. Light and moderate precipitation came frequently, providing ample moisture, the snow finally closing much of the winter range toward the close of the month. The cold weather and drifting snow served to weaken the stock somewhat in the central counties but otherwise the stock continued in good condition over the state, as feed on the ranges, where open, is generally good, excepting only in the Big Horn Basin and over the upper Green River Valley, where the feed is reported to be rather short. Light supplemental feeding has become rather general.

COLORADO.—Moderately favorable weather conditions prevailed generally throughout the month over most of the state, excepting in the extreme eastern counties where the lack of

moisture was being felt, and especially in the southeastern portion where the drought was proving detrimental to the utilization of the range; stock in these localities were showing the effects of the moisture shortage. This condition was relieved somewhat at the close of the month, however, by a storm. Elsewhere the range and livestock continued in good condition most of the month. Some shrinkage of stock was noted toward the close of the month in the southwestern portion, due to the cold weather, and feeding had become necessary in the northwestern portion, and conditions were temporarily unfavorable in other localities.

WESTERN TEXAS.—Temperatures have been moderate as a rule and precipitation, some of it snow, has been copious and timely, excepting only in the extreme southwestern portion, where the ranges are becoming dry and the grazing is not so good. Stock water and forage elsewhere are abundant, grazing is open, and stock are in fair to good condition, though some feeding is necessary.

NEW MEXICO.—Mild, dry weather over the middle and southern portions of the state was favorable for stock on the whole and the animals remained in good or excellent condition, though the scarcity of moisture at the south was beginning to limit the range somewhat and cold nights late in the month caused some shrinkage. Snow covering and cold weather across the northern portion of the state persisted and were unfavorable for stock, necessitating considerable feeding. Range feed is reported from fair to good excepting only around the more southerly watering places.

ARIZONA.—Some snow fell over the northern sections during the month, relieving the pressing need for moisture, though over most of the rest of the state moisture supplies have continued rather deficient, and the supply has been gradually reduced. Cold weather much of the month was also unfavorable for stock in some localities. However, the condition of stock is from fair to excellent. During the

January, 1921

33

last week warmer weather carried away much snow from the northern grazing areas, affording access to considerable feed.

CALIFORNIA.—This has been a good month on stock generally though temperatures were rather low at times and heavy rains fell locally. The copious precipitation in the middle and northern portions, and ample moisture in the southern portion were very favorable for pastures which were reported good in most valleys. They were short early in the month in the foothill sections, but with the rains, became better by the end of the month. There is now plenty of feed for stock in most localities.

OREGON.—Rainy weather prevailed most of the month, precipitation being rather heavy in the western portion, though the mild temperatures mitigated some of the bad effects of the storms. Later in the month snow came generally over the eastern portion and persisted until the mild weather at the close of the month. Pastures and ranges continued in good condition, and cattle and sheep did well. Feeding is becoming general.

WASHINGTON.—Some freezing weather occurred but generally it was a mild month. Ample rains and snows, which were of short duration over the lower valleys, came at timely intervals, and kept the pastures and winter ranges in fine condition; as a result stock are in good or excellent condition. Very little hay feeding has been necessary.

PROGRESS OF OHIO ASSOCIATION

The Ohio Wool Growers' Association recently increased its authorized capital stock to \$500,000, only a small portion of which will be issued at the present time. Volunteer subscriptions have more than cared for financial requirements to date. In order that the true co-operative character of the association may suffer no impairment, the amount of stock issued to any individual will be limited, probably to

THE NATIONAL WOOL GROWER

\$1,000, and the number of shareholders in any county will be pro-rated according to the wool production of that county.

Last year the association handled and marketed over 2,000,000 pounds of wool. This year because of the condition of the market, it is estimated that there will be largely increased demands for storage. The new warehouse was the first of its kind to receive a license as a bonded warehouse under the approval of the Department of Agriculture. This permits it to issue warehouse certificates which are acceptable collateral at the bank and permits the association to make advances on wool storage by members of the association. Such advances are deducted when the settlement following sale is made.

Ohio wool growers feel confident that Columbus is the logical gateway for all fleece wool states north, west and south of Ohio. Arrangements permit that wool may be shipped to the seaboard, stop, sell and grade, and go forward on through bill of lading.

The officers of the association who have been active in this new enterprise point out that the more wool that is handled the more cheaply it can be cared for and the more attractive it becomes to the buyer. It is estimated that there are more than 10,000,000 pounds of wool in Ohio at the present time awaiting storage. Wool in adjacent states will considerably more than double this amount.

TEXAS SEEK SOLUTION OF WOOL PROBLEM

Manufacture of this year's wool into fine all-wool blankets, immediate launching of the advertising campaign for the sale of the blankets by the growers through the farm bureau organizations, and immediate shipment of the wool to a northern mill, were the plans submitted and approved by the representatives of the Texas wool growers, in session at Dallas, Saturday, December 18th.

Seven county wool growers' organizations, the railroads, the Agricultural College and the Farm Bureau were

represented at the meeting. The counties sending delegates were Williamson, Brown, McLennan, Coleman, Lampassas, Bell and Dallas. The meeting was presided over by W. T. McGee, wool specialist from A. & M. College, College Station.

J. E. Boog-Scott of Coleman, who represented the Texas Wool Growers' section of the Farm Bureau Federation on the national committee of wool growers, who held a meeting in Chicago on November 29, gave an account of the wool situation.

A. R. Adkinson, general passenger agent for the Southern Pacific Railroad, gave figures showing where the grower can effect a saving of 65c to \$1 on the hundred pounds by shipping the water route from Galveston. Mr. Adkinson also told the company's facilities for warehousing of the wool handled by them.

A co-operative plan for marketing the present crop for a good price was explained by C. O. Moser, secretary for the Texas Farm Bureau Federation. The wool will be shipped to a mill, made into blankets by that mill, reshipped back to the grower, who will, with the co-operation of the Farm Bureau, sell the blankets direct to the consumer.

"These guaranteed all-wool blankets can be sold to the public at from one-third to one-half the normal cost of ordinary woolen blankets. We will sell blankets at cost of wool plus cost of manufacture, plus cost of transportation," said Mr. Moser. "Advertising campaigns will be put on immediately, one contract having already been signed. The sale of the blankets will begin during the first week in January. These blankets cannot today be bought for \$30 in Chicago."

Mr. Boog-Scott showed where a woolen blanket can be made out of ten pounds of wool in the grease, or "Shrop" wool. This plan can not be worked indefinitely, but seems to be the solution for the present surplus. One and a half million pounds of raw wool is today stored in small pools in counties between Plainview and Georgetown.

THE NATIONAL WOOL GROWER

January, 1921

THE SHEEP MARKET OF DEC. 31

The Bureau of Markets daily report of the last market of 1920 reported runs of 9,000 head at Chicago and 18,700 head for ten markets. For the week the receipts at all markets were 160,000 head, in comparison to 248,600 head in the corresponding part of 1919.

At Chicago a fresh receipt of 9,000 head and a third as many more held over from Thursday proved far too liberal a supply, in view of the fact that Saturday is to be observed as a holiday by packing house workers, although the yard will be open for trading as usual. Early selling today, largely on Eastern shipping account, was about steady with yesterday's close, or 25 to 50c lower than early that day. Prime fed Western lambs went at \$11.75 to a shipper, with several loads of natives and fed Westerns at \$11 to \$11.50. However, when the few shipping orders had been filled, packer buyers refused to budge over \$11 for very choice 80-pound lambs. Choice heavy lambs were slow throughout the session at \$9 to \$10, some fairly good heavy lambs going as low as \$8.50. Culls landed at \$7.50 to \$8. Shippers paid as high as \$4.50 for choice fed Western ewes and packers gave \$4 and \$4.25 for choice Westerns, with heavy natives around \$3 to \$3.50. On the whole, aged sheep looked \$1 to \$1.50 lower than the highest time of the week. Choice matured wethers at \$5.50 were mates of those Tuesday at \$6.75. Yearling wethers averaging 88 pounds, were good at \$9. Feeders were slow at lower prices."

IMPROVED DEMAND FOR HIDES

Morris & Co. and Armour & Co. made fairly large sales of hides during the month of December. This was the first movement in hides reported in more than four months. In making their sales, Morris & Co. stated that they expected an improving demand for hides as shoe manufacturers were beginning to resume activities. Sheep men are hoping for demand for pelts

to improve, and it may be that with hide demand picking up the pelt market will take on some activity. If there is sufficient demand to move some of the accumulated by-products of bovine and ovine stock early in January, and take some of the severe strain off the meat side of the animal prices for cattle and sheep live weight will be greatly improved.

C. M. P.

CHICAGO RETAIL AND WHOLE-SALE MEAT PRICES

Reports of prices current in Chicago, appearing in the National Provisioner of January 1, are as follows:

Lamb, Retail

	Good	Com.
Hindquarter	38	27
Legs	40	30
Stews	18	16
Chops, shoulder	30	26
Chops, rib and loin	47	40

Mutton, Retail

Legs	25	23
Stew	15	—
Shoulders	20	—
Chops, rib and loin	32	30

Lamb, Wholesale

Choice Lambs	25@26
--------------	-------

MEATS IN COLD STORAGE

The December 1 report of the Bureau of Markets shows six times as much lamb and mutton in storage as one year ago. During November, 1919, the amount so held increased from 7,894,000 lbs. (domestic) to 9,409,000 lbs. The holdings of November, 1920, were 48,997,000 lbs. and 56,333,000 lbs.

Medium Lambs	23@24
Choice Saddles	30@32
Medium Saddles	@30
Choice Fores	@18
Medium Fores	@16

Mutton

Heavy Sheep	@ 9½
Light Sheep	@12
Heavy Saddles	@14
Light Saddles	@18
Heavy Fores	@ 7
Light Fores	... 9
Mutton Legs	@20
Mutton Loins	@20
Mutton Stew	6

AUSTRALIAN SHEEP PRICES

Dalgety's Review of November 26 reports 13,000 sheep on sale at the Sydney yards, and sales of shorn cross-bred wethers \$6 to \$7 per head and ewes of the same class at \$5 to \$7 each.

Wooled Merino wethers brought \$6.50 to \$10 per head and ewes, \$5 to \$7.75 each.

Woolly lambs and suckers were \$6.25 to \$6.75 each, with extra prime lambs at \$8 per head.

on December 1. The bulk of this supply, no doubt, of foreign origin.

The total slaughter (under Federal inspection) of sheep and lambs in November, 1920, was 968,235, against 1,227,191 in the same month of 1919. For the first 11 months of the two years the slaughter totalled 10,049,763 (1920) and 11,456,540 (1919.)

SUMMARY OF COLD STORAGE HOLDINGS, DECEMBER 1, 1920—TOTAL HOLDINGS

Commodity:	Dec. 1, 1920	Dec. 1, 1919	Nov. 1, 1920
Frozen Beef	89,748,000	223,311,000	68,663,000
Frozen Pork	61,730,000	44,864,000	67,148,000
Frozen Lamb and Mutton	56,333,000	9,409,000	48,997,000
Cured Beef	22,322,000	35,547,000	20,352,000
In process of cure	12,073,000	—	10,374,000
Dry Salt Pork	114,771,000	242,224,000	150,812,000
In process of cure	41,351,000	—	38,515,000
Pickled Pork	253,300,000	226,893,000	254,838,000
In process of cure	151,474,000	—	141,649,000
Lard	36,808,000	49,147,000	47,329,000
Miscellaneous Meats	60,664,000	82,853,000	59,486,000

FROM THE YAKIMA COUNTRY

Yakima Valley shipments of sheep and lambs totaled 1,094 carloads during 1920, according to figures furnished by H. A. Glen of the Northern Pacific Railroad. Of this amount, 374 carloads went to Chicago and 720 carloads to Puget Sound markets. About 50 carloads more than last year went West, and fewer to Chicago, so the total was about the same as in 1919. About 1,600,000 pounds of wool have been actually shipped from the valley, but the production is given at 1,900,000 pounds, of which 300,000 pounds still remains in local storage. The figures include the entire valley, from Ellensburg to Pasco.

Eastern corn is selling f. o. b. Yakima Valley points at \$36 per ton. Forty-two per cent cotton cake is selling delivered at \$52.50 per ton, pasture at one-half cent per day, and hay at prices ranging from \$9 to \$12.50 per ton in the stack, depending upon quality of hay and location. War prices for potatoes and alfalfa lured Yakima Valley producers away from diversified farming, and the result has been a big surplus of feeding stuffs of all kinds. All the way from Cle Elum to Kennewick barns, fields and pastures are glutted with harvested crops for which there is little market, and to contribute to the lack of demand, the Montana livestock which for two or three seasons past has been fed in the valley is being fed at home, where there is likewise plenty of hay. Where last year there were 1,200 carloads of cattle feeding in transit in Yakima, there are this year only about 300. Hog production is only about 60 per cent of normal, and while sheep and wool shipments were about as usual, only those sheepmen who sold their lambs early and who received 55 cents or better for their wool are in anything like a cheerful frame of mind. The open winter, so far permitting range feeding, continues to be about the brightest ray of hope for the sheepman. Yakima Valley bands are generally in splendid condition, reports having it that there is now as much wool on back as is usually the case at shearing time.

THE NATIONAL WOOL GROWER

Federal authorities recently discovered in Benton County three cases of scabies in small bands on the south side of the Yakima River and east of line south of Kiona, but part of the infected animals were dipped and the rest placed under quarantine, so that with prompt co-operation of users of the range in that vicinity the outbreak was expected to cause little trouble. Chris Christenson, who lives near Kennewick, has a band of 300, and last winter ranged his sheep on a homestead near Badger, holding them there during lambing. Tom Christenson and D. C. Borden, neighbors, each have small bands, and John East, who lives in eastern Horse Heaven, half way between Plymouth and Kennewick, has 400 head, 80 of which were purchased from Borden. The warning was issued by Secretary J. F. Sears of the Washington Woolgrowers' Association.

Acting upon or previous to the suggestion of Secretary J. F. Sears of the Washington Woolgrowers' Association, to the effect that drastic action is absolutely necessary if the \$100,000,000 sheep industry of Washington is to survive losses sustained during the past year, many woolmen of the Yakima Valley have pared overhead expenses to the limit. The cut in wages to sheepherders is general, and more than one owner has donned camp togs and taken personal charge of his bands for the winter in order to reduce expenses. "Make these changes or go broke," was the gist of his circular letter. "No doubt every woolgrower in the Northwest knows the conditions he is facing," wrote the secretary. "There are many well-to-do sheepmen of a few years ago who unless immediate relief is afforded will shortly go broke. There is only one way to avoid this calamity to a once prosperous industry, and that is to reduce the cost of your pasture and your range expenses, run your sheep in larger bands, give more attention to what you feed them and reduce the wages of your men. The boys who are now working and packing for you were loyal during war times and responded to the call of the country gloriously, and there is no doubt that if you

explain the matter to them, they will be just as loyal to you and consent to the lowering of their wages rather than see you go out of business. There is, in round figures, \$100,000,000 invested in the sheep industry in the state of Washington. This whole industry is facing a condition that will require close attention to avoid the rocks."

Yakima Valley woolgrowers generally have united on a uniform wage cut of \$25 per month for sheep herders, substituting \$75 per month and board for the wages of \$100 and board which have prevailed for the past two years. In many cases the cut was made December 1, and herders for the most part accepted the situation gracefully. Other owners expected to reduce wages January 1, and little difficulty was anticipated in making the change.

A heavy fall of snow in the upper Yakima Valley late in December caused sheepmen who are running bands in the lower valley to fear that their season on the open range had ended and that the time for feeding had arrived, but what little snow fell below Sunnyside quickly melted when the downfall turned to one of warm rain, and the season is still an open one. The snowfall has been frequent and heavy in the Cascades, which condition is satisfactory from both standpoints of summer irrigation water and summer range.

One lucky sheepman of eastern Washington is F. S. Wenner, who at a depth of 200 feet struck well water for his band almost in the center of his winter range on Gable Mountain, near White Bluffs. The well is only about 175 feet above the level of the river, but water came to within eight feet of the surface. So strong a flow is extremely unusual in this section.

G. N. ANGELL.

The last government sale of shop-worn goods furnished something of a surprise, though a complete clean-up of 3,400,000 pounds offered. The bulk of the offering went to carpet mills at comparatively low figures, but a real demand for such goods at this time carried encouragement.

January, 1921

A MONTANA RETROSPECT

Gentlemen: In the writer's opinion, the past twelve months have been the most disastrous, from a financial standpoint, that the sheepmen of Montana have ever seen. While certain causes of trouble can be traced back for a number of years, they all culminated within the past twelve months.

Farther back, perhaps, was the coming of the dry-land farmers. They tried to farm, but no one ever heard of them raising any crops. I feel a sympathy for them, too. Many of them were young couples, who set out towards the setting sun with a determination to carve out a home for themselves.

Vain hope, impossible of fulfillment. The net result was they only wasted their savings, fenced land they could not use and prevented others from using it who could have done so. As a result sheepmen gradually got into the habit of leasing and buying land, doing both at a high figure. Then came the war. Prices for wool, mutton and lambs rose. So did expenses. So did the enthusiasm of some of the owners. More land was purchased at high prices. Deferred payments on same run several years into the future. The light spring wagon or Ford "flivver" was discarded for the purpose of running around. Expensive makes of cars were purchased. Prices were never coming down. A new basis of values had been established, etc. The sheepmen were not alone in thinking, doing and saying these things. The virus seems to have gotten into the system of nearly everybody. The dream is over. The past twelve months were the months of awakening. Rude ones they were, too. A hot dry summer in 1919 without a drop of rain, followed by an extraordinarily severe winter.

Hay \$40 per ton. Some more, some less. In almost every case the cost of wintering both sheep and cattle was greater than the stock is worth at the present time.

Early last spring I noticed in the daily press that one man was offered

58 cents for his wool. He refused it. I wonder if he now understands the meaning of the term, "overstaying one's market?"

Others are learning the meaning of those words, too.

By tonight's paper I see choice Western ewes quoted on the Chicago market at \$5. Bulk, \$4.50. It costs about \$2 per head to get them there. How is a man going to finish paying for his land and liquidate his bank loans. As near as I can learn there is almost nothing doing in the wool market. Not enough being sold to establish a scale of prices.

Advances on the bill of lading, when the wool was consigned, will be all that most will receive for their wool. Some will have to make a refund.

Is there no way out? There may be, but it will be a long and hard struggle. In days several years past, when a man suffered severe losses, he always had a chance to pay out as long as there was an abundance of free range. That day is past. The writer heard of one man recently, living in another part of the state, who said he had dropped \$75,000 during the past year. There are others no doubt, who have done the same, but who are not making it a subject of conversation. In my opinion the whole matter comes to this. Well-to-do sheepmen have suffered extremely severe losses, which will take them several years to make back. Those who are not so well situated will simply have to wipe the slate clean and start over.

The past summer and fall here in Montana has been very favorable from a range standpoint, having reference to range and climatic conditions. Some months ago sheep herders' wages were reduced to \$50 per month. I do not know how successful the majority have been in enforcing the reduction. Hay for the present winter is obtainable at a very reasonable figure. Other feeds also in like proportion.

We all have one hope. Things have become so bad, if any change occurs, it must be for the better.

EX-SHEEPMAN.

Montana.

"EAT MORE MEAT" CONFERENCE

A conference of representatives of meat-producing and marketing interests was held in Chicago during International week to consider means of increasing meat consumption and launching a campaign in answer to the anti-meat propaganda which has been going on in this country for several years. Meat men claim this propaganda has been the work of selfish interests in other food lines who have been aided by enthusiastic but misguided scientists. It is planned to meet these attacks with an educational campaign designed to give the consumer the real facts about meat and thus stimulate confidence in the product and increase consumption.

The first step was a conference under the auspices of the National Swine Growers' Association. A committee was named to make plans for a National Livestock and Meat Council to carry out the program in the interest of meat consumption. W. J. Carmichael, secretary of the National Swine Breeders' Association, is chairman of this committee and C. B. Heineman, secretary of the Institute of American Meat Packers, secretary. Other members are: J. R. Howard, L. C. Reese, John M. Evvard, Frank D. Tomson, Thomas E. Wilson, Edward Morris, F. Edson White, Everett C. Brown and S. B. Stafford. A national conference will be called after the holidays.

MONTANA WOOLS ON DOLLAR BASIS

During the last days of December there were reports of sales of Montana staple at upwards of \$1 per pound on scoured basis. Other Territory wools of the fine staple grade were bought from 90c to \$1. One-half-blood staple at 75 to 80c and three-eighths at 50 to 60c, all on the clean basis. The volume of wool manufactured was large in comparison with transaction for some months.

A FAITHFUL HERDER'S PREDICAMENT

"Oh lady," called the Boss from his jitney, "make up that list of grub on my desk, will you? Henry's here for supplies for Duke, and if I take the time now, I'll be half an hour late at my mowing."

I was about to retort that if I took the time, I should be half an hour late with my precious Saturday morning. But the Boss has a persuasive way, and I am a dutiful ranch wife; so I put the dish pan on the stove and went to the cellar, list in hand, and Henry trailing behind. Henry is the camp mover and Duke is one of the herders. In a few minutes, lard, potatoes, peas, tapioca and rice were packed in a box. With a slab of bacon, and a bottle of vanilla from the house, Duke's order was complete.

"You tell Duke he'll have to get along with the coffee pot he has, or make coffee in a lard pail, for the Boss says we'll buy no more equipment now for sheep wagons."

"All right, I tell," said Henry, as he climbed into the trap wagon and gathered up his reins.

Back at my dish washing I thought about Henry and his way of life and his future. He is so cross and ugly that I can not like him, but I find him interesting. He is a French "Basco," as we call the Basques. He has bleary eyes, a seamed and weather beaten face and a straggling, ill kept mustache. His shoulders and back are stooped. His great red hands hang almost to his knees, gorilla fashion. Although an American citizen, he has never learned to speak English well. His solitary life as a sheep herder and camp tender has made that impossible. If he talks about the sheep or things pertaining to the ranch or camps I can understand him, for I have learned his vocabulary so far. But when he gets a rare conversational impulse, I am at sea at once.

He came to America, a young man, shipped to Wyoming at the suggestion of relatives already here, and went to work at the only thing he knew, herding sheep. When I think of the burn-

ing summer days, flies, mosquitoes and bitter water; the raging blizzards, days and nights when he was never warm; the gnawing, wet cold of many springs, I pity old Henry and can almost forgive his endless grouch. "Inrowing," the boys call him.

Every week he buys a pound can of "Union Leader." With this he keeps his wicked black pipe filled. Every six months he buys a suit of underwear, six pairs of cotton socks, a shirt, a jumper, a pair of overalls and overshoes. Every three or four years he buys a hat or cap and a sheep skin lined canvas coat. Could anything be more simple? Result? Fifteen thou-

into war! But Henry was not alarmed;—until suddenly he was drafted. In vain did he protest that he was a citizen of the United States. Perhaps he was too ignorant to show his papers to the proper authorities. Perhaps it would have been to no avail.

Sullen and disappointed he found himself in a French army camp. Here he considered,—and one dark night he swam the river, travelled by night until he had slipped into Spain. There he bought papers, and in a few more weeks had returned to America, and the sheep ranges.

Now, the goal has been reached. He has fifteen thousand American dollars, and he is ready to return to a peaceful France to fulfil his dreams. An American citizen but a deserter from the French army! Perhaps his case could be easily explained. But Henry, suspicious and ignorant, is afraid to give his confidence to French consuls here; and afraid to return without assurance of safety. Must he remain now in America, which has always been only a means to an end; and live his life in the solitude of the sheep camps, or out in the world among Americans, whose ways and manners he loathes?

FRANCES MILLAR.

THOMAS WYCKOFF

sand American dollars. A pleasant future stretches before him—a return to France and a very advantageous conversion of his dollars into francs. Then the purchase of a farm in his beloved Pyrenees—a flock of sheep. With a boy to herd them, what a life of ease! But there is a hitch!

Early in the summer of 1914, Henry went to France for a short visit. Almost a millionaire he was, in his native village. What pleasure to make plans to be carried out in a few more years, in which he could save many more American dollars.

Then—bang! France was plunged



Henry and His Crew

News has just been received of the death of the oldtime Rambouillet breeder, Thos. Wyckoff, formerly of Orchard Lake, Michigan. He was one of the most active of the original founders of the American Rambouillet Association. He made several trips to Europe and imported some very choice sheep from the famous von Homeyer flock. He maintained a choice breeding flock until about eight years ago when ill-health and advancing years compelled its dispersion. He was one of the real breeders of his time, for he understood the science of mating animals to secure the results he wanted. Many of the best Rambouillets of today, both individuals and flocks, are the results of Thos. Wyckoff's breeding skill. His name is graven deep in American Rambouillet history.

January, 1921

THE SHEEP MARKET OF 1920 REVIEWED

Nineteen twenty was a year of audible and unprecedented discontent. Opening somewhat auspiciously distress was precipitated by a collapse in wool and augmented by imports of foreign frozen lamb and mutton on an enormous scale, both fortuitous circumstances. The Western sheep industry ran into foul weather in 1919 and a winter of unprecedented severity aggravated distress financially, physically and otherwise. An excessive, if not ruinous feed bill, necessity for deflation and liquidation, advances in money rates to high levels and curtailment of credits completed the chain of adversity. A short lamb crop was added to the list of woe, although this was a mitigated evil as a full crop would have insured complete demoralization at the market. Prediction of diminished supply was abundantly verified, the eleven-month run at the seven principal Western markets including Chicago, Kansas City and Omaha being little over 10,000,000 head, or 3,000,000 fewer than in 1919. This was in a measure offset by an increase at Eastern markets, which received 4,200,000, or a few more than last year, the increase in that quarter being due to free liquidation of farm flocks owing to the collapse in wool. Twenty markets received during the first eleven months of the year approximately 14,500,000 against 17,300,000 last year. But for necessity for liquidation of Eastern farm flocks, which cannot be repeated next year, the decrease would have been much greater. The eleven-month run at Chicago was 3,650,000 against 4,800,000 last year. Omaha dropped from 3,525,000 to 2,800,000; Kansas City shows a decrease of nearly 300,000 and other markets in proportion.

Colorado feeders had a profitable season and some of the early range shipments sold to good advantage, but taking the year as a whole, results were far below expectancy and financial returns under production cost. Subsequent to June the market was constantly in need of the services of

an adroit and competent apologist. Gradual reduction of credits on hides and by-product was one handicap, dumping foreign frozen meat into the Atlantic seaboard market another. Subsequent to June, values literally melted away, the low spot being reached late in November when choice lambs sold on the Chicago market below \$11 and fat ewes at \$4@4.25. Lambs declined to the lowest level since 1916 and sheep, 1913, at that juncture.

Top sales are valuable for comparison purposes, although not affording an index of market conditions, especially this season when spreads were wide and condition poor. Tops on lambs at Chicago by months with comparisons in recent years follow:

Month	1920	1919	1918	1917	1916	1915	1914
January -	\$21.65	\$17.50	\$18.00	\$14.45	\$11.15	\$ 9.00	\$ 8.40
February -	21.65	19.00	17.85	15.00	11.50	9.65	8.10
March -	20.75	21.00	19.50	15.70	11.90	10.10	8.50
April -	21.75	20.50	22.10	17.40	12.00	11.15	8.60
May -	21.25	20.50	21.25	20.60	12.90	11.85	9.50
June -	17.00	17.50	18.50	18.50	12.25	10.85	9.60
July -	16.75	18.25	19.25	16.50	11.10	10.00	9.35
August -	15.15	18.25	18.75	17.75	11.50	9.55	9.00
September -	14.40	16.25	19.00	18.60	11.40	9.25	9.00
October -	13.50	16.00	16.85	18.60	11.25	9.25	8.20
November -	13.85	15.10	16.85	18.00	12.45	9.40	9.50
December -	—	18.50	16.25	17.50	13.60	9.90	9.25

Matured sheep went over a series of bumps, making a convincing demonstration that the American meat consumer needs little heavy mutton. Abundance of foreign frozen stuff was, doubtless, partly responsible for this. Tops at Chicago by months on aged wethers follow:

Month	1920	1919	1918	1917	1916	1915	1914
January -	\$15.50	\$12.00	\$13.70	\$11.75	\$ 8.50	\$ 6.85	\$ 6.30
February -	15.50	13.75	14.00	12.50	9.75	7.75	6.50
March -	16.50	17.15	17.00	13.00	9.35	8.15	7.00
April -	17.15	17.25	17.00	13.50	9.40	8.75	7.20
May -	15.00	16.50	17.50	16.00	10.00	8.50	6.50
June -	10.50	11.75	15.25	13.50	9.00	7.00	6.50
July -	10.00	11.50	14.75	11.50	8.50	7.00	6.10
August -	10.00	11.50	14.75	12.50	8.40	6.90	6.10
September -	8.25	10.50	13.00	12.75	8.75	6.75	6.25
October -	8.60	10.75	12.25	13.00	8.65	7.00	6.25
November -	9.00	10.75	11.50	13.00	9.00	6.75	6.65
December -	—	12.00	11.50	13.50	10.25	7.00	6.75

One of the hardest blows dealt the Western flockmaster in 1920 was the winter feed bill, amounting to \$5@10 per head. Other expenses also piled up. A boost in freight rates further depleted his treasury; commissions were marked up; labor became exacting and every item entering into cost

of production magnified. Growers did not get the benefit of declining prices at the stock yards as retailers and public eating house keepers maintained war prices, at the same time serving the minimized portions prescribed by the Hooverian war-time dietary code. Pelt credits were rapidly cut from \$4 to 60 cents each, forcing meat to stand the penalty.

A bad spring all over the West necessitated late feeding; the lamb crop was short and came to market in deficient condition, insuring a large percentage of feeders. During the latter part of the year the market went on a meat basis, packers piling up pelts in their cellars to avoid the excessive labor cost of pulling wool.

The May slump heralded vicissitude.

Up to that time the market had warranted optimism. Simultaneously with the crash in wool came a flood of frozen mutton and lamb from the Antipodes and the rest of the year was rough going. An occasional high spot developed, but the trend was inevitably downward, chaos developing late

in the season as Eastern farmers threw both lambs and breeding stock overboard, intent on cleaning up regardless of what the stuff realized. At this stage, Chicago was made a dumping ground for an excess of lambs at Eastern markets for which no precedent exists. Demand for breeding stock

practically disappeared, thousands of good Western yearling ewes in thin flesh going to the shambles.

Early in the season cornbelt feeders created healthy competition, but as the money market tightened, and the fat market declined, they weakened. Omaha, reversing last year's condition, was low feeder market all through the season, indicating impaired purchasing capacity by Iowa. Colorado got in during October, but had to jettison a lot of Montana and Wyoming stuff in November owing to tight money, resulting in a sharp break at Omaha and Chicago where feeding lambs, after commanding a premium over fat stock for months, declined from \$12@13 to a \$10@11 basis. The feeder output for the first eleven months of 1920 was about 25 per cent less than last year. During the main stocking up period in the cornbelt, it showed a shrinkage of 34.43 per cent. The August, September and October movement of feeding sheep and lambs represents the major accumulation for winter feeding east of the Missouri River. This year it was 1,168,937 short of the corresponding period of 1919, detail as to the several markets following:

Markets	1920	1919	Dec.
Chicago	488,129	625,540	137,411
Kansas City	230,745	363,101	132,356
Omaha	779,722	1,285,244	505,522
St. Louis	21,373	28,305	6,932
St. Joseph	70,986	135,309	64,323
Sioux City	50,889	208,558	157,669
St. Paul	59,648	168,726	109,078
Denver	518,930	570,043	55,113
Buffalo	5,066	5,599	533
Totals	2,225,488	3,394,425	1,168,937

Many of the regular cornbelt and Eastern feeders were out of the game as money was difficult to secure in considerable amounts, and farmer-feeders with capital of their own to invest displayed nervousness the moment Western stuff passed into their possession, unloading half-fat lambs prematurely, thus intensifying year-end depression, by throwing their holdings on the market in competition with natives.

As a result of drastic liquidation, yearlings and wethers have been closely garnered everywhere west of the Missouri River. In the Mississippi Valley and territory east of Chicago,

THE NATIONAL WOOL GROWER

farmers are going into the winter with fewer ewes than in many years past. This insures a light lamb crop in 1921 and for several years subsequently, as the average farmer who responded enthusiastically to the raise-more-sheep slogan and invested at the crest of the rise is "off sheep" for the present generation at least, after liquidating on the slump.

At the end of the year opinion in trade circles differs radically as to what 1921 is likely to develop. One menace hanging over the head of the domestic producer is a stock of approximately 50,000,000 pounds of frozen lamb and mutton at the Atlantic seaboard, practically all foreign product. A year ago the stock of frozen meat was less than 8,000,000 pounds. Packers are holding this stock in expectancy of working it off during the winter period of deficient production at remunerative prices; had they crowded it into the market hopper when it arrived, results would have been disastrous. Western lambs that went out of Omaha, Chicago and other markets during the range season will go to the shambles early and by the middle of January the bulk of supply will be in Colorado feedlots. What the market will be is anybody's guess, as consumption must be reckoned with the probable volume of imports is a deep and dark secret, known only in packing town's inner circle. All the producer can do under the circumstances is live and hope.

J. E. POOLE.

MILLAR'S HIGHLY TRAINED SHEEP DOGS

The trial winning dogs trained by Mr. Alick Millar of Scotland are the subject of a very interesting dissertation by a Scotch reporter in a recent number of "Modern Farming."

The Alick Millar referred to is a brother of William Millar, well-known in Western sheep circles, having for some years been shepherd for John Seely and Sons at Mt. Pleasant, Utah. Mr. William Millar is now on a visit to his Scottish home, from where he expects to return to Utah in

the early spring. Of Mr. Alick Millar, his work and the question of dog training and dog trails, the report says:

At the age of twelve he acted as his father's "lamber," getting the staggering sum of £7 for his month's services. The night he placed the £7—what a fortune was that!—in his mother's lap can never be forgotten. The fond and grateful mother looked in the eyes of her boy, thinking sweet thoughts and prophesying great things.

One day, perhaps, "Wee Sawny" would be famous, and men and women would look with delighted wonder on his skill as a dog-trainer. And if the good, plain, and simple woman had such hopes, and if she indulged such fancies, they were not without warrant, for Alick Millar and his dogs have drawn and held great crowds spellbound.

Modestly, Alick says in a letter which now lies before me, "Bruce was easily the best dog that ever followed me." He might, with justice, make a much greater claim for Bruce, for the resources and powers of this marvelous dog seem to offer a challenge to all the known records of canine sagacity and endurance.

Bruce was superlatively strong in every department of a sheep-dog's work, and his amazing energy made mockery of all tests. "I have not known Bruce's equal," one well-known authority on the working collie has said. "He came the nearest to perfection of all the famous dogs I have seen."

On the hill in a mist, or during a snow drift, he was sure, gentle, and sweepingly grand. The furthest limits of his ground he touched, and not even the merest hollow was left unexplored. Then, at "close quarters," he was equally powerful and even more fascinating.

Very seldom is the really great "hill" dog compelling and artful "at hand." The dog, on the other hand, with the "coo cast," which is no cast at all, may be very clever at penning, shedding, or on a single sheep, but when the wild winter call of the mountain is heard he is discreetly left be-

hind. His art begins and ends within the radius of a few hundred yards. Such a dog can never truthfully be pronounced great, for as Mr. James Scott, Troneyhill, has very aptly said, "A dog that cannot 'gather' is, to a hill shepherd, practically useless."

Of course, it may be affirmed with equal emphasis that the dog that "weirs" with his tail, sheds with his back, and pens by the primitive process of "shanking" and roaring, is also useless to the "park" shepherd.

I should not have been surprised to learn that Bruce was not quite satisfactory "on the road." The very opposite, however, was the case. Like all skilled "forcers," he ran little, but kept his nose and eyes always where compulsion was needed.

Flashy, horizontal manoeuvering on the road, particularly when rebellion or exhaustion is threatened, invariably issues in an awkward halt. "Style" then becomes a genuine temper tester, and not infrequently the irate and unfortunate shepherd says strong and original things which he never thought of uttering when examined by the minister for membership in the church. He feels he must get on, but his fine, stylish dog, praised by numerous inflated critics, is now feeble, almost utterly helpless. Still, they must press on, for auctioneers and markets won't wait, and even the best of farmers expect miracles to be wrought by their shepherds when money is involved.

"Bruce" had his own method when the flock halted and refused to move, no matter what pressure there was from behind. We would run along their backs, drop down pretty near the front, rush two or three scores for a considerable distance, come quickly back, and do the same with a similar number, until the rear was relieved and the onward journey happily resumed.

When his charge became drowsy he would "sweep" the flanks and lead "on the head" with all the gaiety and charm of a canine dandy. He was never known to grip a sheep by the wool or the flesh; but when a single sheep "broke" he would make one mighty

plunge, seize it by the horn, and hold it as with the strength of a giant. "Bruce," it will be observed, spent his days, and exercised his art, in the management of blackfaced sheep.

The methods of training employed to bring a dog to such a state of perfection are well worthy of the closest and most studious attention. But, strangely enough, Alick has very little to say about these, not because he wants to keep them a secret, but because he is a genius and cannot explain himself.

One memorable day I took him to give an exhibition with two of his dogs at an agricultural show, where local working collie trials had to take place. He ran "Risp" and "Mux," perhaps the two greatest dogs that ever followed one man at the same time. I stated severe tests, and the sheep were fresh and wild; but "Risp" and "Mux" worked from start to finish with a will and grace that quite out-rivaled the human.

The crowd became delirious with enthusiasm and pressed up to shake hands with the hero of the hour, who stood blushing like a sixteen-year-old girl.

"Now tell us, shepherd," said a highly excited spectator, "how you trained those wonderful dogs?"

"Weel," said Alick, scratching his head and looking appealingly at me for inspiration—for this was a much more trying ordeal than the giving of an exhibition—"weel," he said, "the wee lassie (his daughter) worked them on the hens an' yucks first, an' then I took them in haun. I dinna' feel that I can say muckle mair aboot it."

But the great humble master omitted to say that the "wee lassie" knew exactly how to direct and command a puppy, the language and signs she used being exactly the language and signs her father approved and practiced.

And he might have further said that when the puppy was ready for "the hill"—to follow its master—the daily exercises on the "yucks" and hens—a charge more difficult to control than even sheep—supplied him with a pupil whose education was well advanced.

But what is still more important—

the "wee lassie," in directing and associating with the puppy, had herself got an education which would enable her to appreciate a devotion of which the average mortal is completely ignorant.

About Alick's actual methods of training, for methods he certainly has, a great deal might be said. Although a quiet, almost a reticent man, he talks a deal, in a playful way, to his puppies. In other words, he grounds them in the dog language. When the more serious stages of education are reached and certain exercises must be gone through, he, like all great commanders, speaks slowly and deliberately, and he does not speak often.

Instinctively he seems to know that a long string of instructions is fatal to the development of the character of his pupil. He never over-directs, never creates an atmosphere of fear, never attempts to change individual temperament; but he is always careful to give the sagacity of instinct full scope. "Which method," he says, "I have never changed."

All the great dog-trainers have been, and are, consistent students of "breeding." Alick Millar has always aimed at producing a dog with a strongly compelling "eye;" but he has been careful not to neglect the greater instinct of "hill-gathering." This explains his marked success in submitting an "all-round" dog.

We have often seen a dog make a brilliant display within narrow limits; but the same dog, when asked to sweep distant heights, not infrequently registered a complete failure. Recognizing the danger here, Alick never, in breeding, sacrifices the major qualities of sagacity for the minor qualities of style.

Bruce, for instance, could acquit himself on a lawn like a canine aristocrat, and the next hour you might have seen him scaling a summit with all the art of a mountaineer, or, covered with mud, revealing the numerous expedients of a resourceful drover. The power and marvelous versatility of this dog declare the power and versatility of his trainer.

January, 1921

41

THE NATIONAL WOOL GROWER

Needless to state, Alick has won numerous prizes, many of them valuable trophies, at working trials. Nobody grudges him his success and fame, for he is one of the most generous and lovable of men, always ready to advise a youthful aspirant, or lend a helping hand to an aged brother who may be on "poor-tith's brink."

Burnfoot Farm, Ayshire, where he now resides, extends a hearty welcome to all, rich and poor alike. Many travellers from other countries make a pilgrimage to Burnfoot, which is situated on the banks of the River Mux, to hold fellowship for an hour or two with the great dog-trainer. He treats them to the best in the house—and a Burnfoot tea never fails to become a delicious memory—smokes a pipe with them; and then, by request, calls in his dogs, who greet their master with winning smiles and feats of amorous animation.

There is a magnanimity about the man, a readiness to concede to others what, I am certain, they would not concede to him, that gives him high place in the world of sport. Alick never grumbles; never says harsh things about his rivals. Indeed, he errs in the opposite direction.

I met him one day and asked him about a trainer who had just come into the trial lists, and whom I had not seen.

"Ah," said Alick, most seriously, "'he's awfu' guid, dredfu' clever. He should have been afore me, but the judge, I raither think, is short-sichted." 'Tis encouraging and uplifting to listen to talk like this.

I met Alick for the first time many years ago. He was then a mere stripling, but could handle a dog with all the ability of a veteran. That day he ran "Frisk," a son of the never-to-be-forgotten "Bruce." It was a brilliant performance, perfect alike in conception and execution, and evoked a hurricane of applause.

At the close of the trials, after the presentation of the prizes, I said, "The winners of the cup today—Mr. Millar and his dog Frisk—revealed a genius and bewitching mastery that place them in line with the greatest of all

ages." To this estimate and appreciation I most willingly subscribe today.

CENTRAL UTAH

At the close of the 1920 grazing season the sheep came off the ranges in excellent condition. The summer losses were in most cases considerably lighter than for the average year. A majority of the sheep owners in Sanpete and Emery Counties sold their lambs in October at prices ranging from ten to eleven cents. A few owners, however, have held their lambs and are feeding them; these owners report their feeders as having done exceptionally well, as they are now fatter than ever before for this season of the year. Weather conditions have been ideal for feeding, and hay and grain are abundant and the prices are moderate.

Prices offered by buyers for all classes of sheep at this time are not at all satisfactory. In Sanpete Valley buyers have offered nine cents for fat lambs. However, stock owners were unwilling to sell at that price. Prices for hay vary from \$8 to \$12 per ton; beet pulp is \$1.25, and corn can be bought for \$40 per ton or less. Sheep owners grazing their stock on the West Desert report that the sheep are doing exceptionally well; however, but few old stock were sold this fall so that winter losses are expected to be slightly heavier than usual. On the winter ranges in Emery County forage conditions are not so good; they have experienced a succession of extremely dry years and the summering of both sheep and cattle on the winter range is killing it out. So far this winter the stock have done fairly well and with exceptionally favorable weather may pull through without serious losses.

Sheepmen in this locality are, as a general rule, quite optimistic as to the prospects for sheep and wool another season. A few owners are disposing of their stock, especially the smaller owners who secured grazing permits on the forest on a feeding basis. These small owners have tired of the feed-

ing requirements and are disposing of their stock, at the same time waiving their grazing preferences in favor of the purchasers. A number of transfers have been reported where the prices paid have been from \$10 to \$15 per head.

While prices for supplies and wages are reported to have taken a drop, owners state that to date these declines have had no appreciable effect on operating costs for sheep.

There is no market whatever for pelts as buyers, no doubt, consider them too cheap to bother with. Hunters and trappers are still working about as much as usual and are having fairly good success in trapping predatory animals. The low prices offered for furs this season may, however, cause many of them to find other employment.

J. W. HUMPHREY.

WHAT ABOUT RAILROADS CONTROLING STOCK YARDS?

Under the Palmer decree packers are required to divest themselves of their interests in stock yard companies. Last month the Wool Grower printed the application of Morris & Co. to place their shares in such companies, in the hands of trustees to be selected by the court.

It is important that the control of stock yards should be in the hands of men who will adequately regard the interests of shippers. At present it seems useless to talk of live stock raisers purchasing the packers' ownings of such stock, even at any price. Appointment of representative producers as trustees of such holdings is both possible and desirable.

Announcement has been made that Attorney General Palmer will recommend to the court a plan of handling the matter. Meantime comes the word that the New York Central Railroad has filed with the Interstate Commerce Commission an application for authority to purchase the Chicago Junction Railway Company terminal properties at Chicago, including the Union Stock Yards Company.

January, 1921

THE FORDNEY EMERGENCY TARIFF BILL

(Continued from page 21.)

sieve of a kind prescribed by the Secretary of the Treasury, one-fourth of 1 cent per pound; paddy, or rice having the outer hull on, three-fourths of 1 cent per pound.

"9. Lemons, $1\frac{1}{4}$ cents per pound.

"10. Oils: Peanut, 26 cents per gallon; cottonseed, cocoanut and soya bean, 20 cents per gallon.

"11. Cattle, 30 per centum ad valorem.

"12. Sheep: One year old or over, \$2 per head; less than one year old, \$1 per head.

"13. Fresh mutton and lamb, $2\frac{1}{2}$ cents per pound.

"14. Cotton having a staple of one and three-eighths inches or more in length, 7 cents per pound.

"15. Manufactures of which cotton of the kind provided for in paragraph 14 is the component material of chief value, 7 cents per pound, in addition to the rates of duty imposed thereon by existing law.

"16. Wool, commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools: Unwashed, 15 cents per pound; washed, 30 cents per pound; scoured, 45 cents per pound. Unwashed wools shall be considered such as shall have been shorn from the animal without any cleaning; washed wools shall be considered such as have been washed with water only on the animal's back or on the skin; wools washed in any other manner than on the animal's back or on the skin shall be considered as scoured wool. On wool and hair provided for in this paragraph, which is sorted or increased in value by the rejection of any part of the original fleece, the duty shall be twice the duty to which it would otherwise be subject, but not more than 45 cents per pound.

"17. Wool and hair of the kind provided for in paragraph 16, when advanced in any manner or by any process of manufacture beyond the washed or scoured condition, and manufactures of which wool or hair of the

kind provided for in paragraph 16 is the component material of chief value, 45 cents per pound in addition to the rates of duty imposed thereon by existing law.

"Section 2. The rates of duty imposed by section 1 (except under paragraphs 15 and 17) in the case of articles on which a rate of duty is imposed by existing law, shall be in lieu of such rate of duty during the ten months' period referred to in section 1.

"Section 3. After the expiration of the ten months' period referred to in section 1, the rates of duty upon the articles therein enumerated shall be those, if any, imposed thereon by existing law.

"Section 4. The duties imposed by this act shall be levied, collected, and paid on the same basis, in the same manner, and subject to the same provisions of law, including penalties, as the duties imposed by such act in 1913."

WYOMING CONDITIONS

Nineteen twenty is gone and in making its exit the weather tried to soften its going but that was the only palliating factor in one of the worst twelve-months that Western stockmen have ever seen; even that was too belated to ease the burden. December was generally good, especially until the 20th, after which there was some snow and one or two days when the thermometer dropped to 20 below zero, but chinook winds dissipated much of the snow before the new year appeared. This insured a good breeding season and as sheep were in excellent shape the results should be apparent next year.

Aside from the weather there has been no cheer for the stockman. Markets for his products are still in the hazy future. Press reports indicate that a grower might possibly give away his wool which is a little improvement. We were informed that some fine Delaine fleece wools in the Ohio pool have recently moved at 50 and $52\frac{1}{2}$ cents. But no sign of life in the market for Territory wools has been apparent. We understand that some Eastern houses who made advan-

ces last spring are now asking for return of part of their money, with a fat chance of getting it.

There is no trading in sheep. There is nothing doing in any way; men are simply trying to hang on until something happens, either that they can get a new hold or let go for all time. Wages are being cut 25 to 35 per cent, with plenty of men, but supplies stay as high as ever. Feed on the range is probably as good as at any time in many years, so that no extra feed is being bought. But the price of food-stuffs is still held at high points in spite of low prices to producers.

Considerable interest is being shown in the state meeting to be held the 6th-8th at Casper, and a good attendance is expected. Latest reports from Washington indicate that our manufacturing friends are opposing relief to the producers, and especially wool-growers, as proposed by the Fordney Emergency Tariff Bill. Some day those Eastern men may discover that the producer supplies a good part of the market for their manufactured articles and that the prosperity of the country as a whole is somewhat dependent upon his buying power. The latter is surely determined by the price he gets for his own products and his ability to market them.

Immediate, not some time in the distant future, passage of the Fordney bill is necessary if sheepmen are to continue their business; they must have a market for their products or there is no use to raise them. The talk of foreign retaliation is all bunk. Self preservation is the first law of nature. If it is not worth while to look to the interests of the producer, the very foundation of this nation, and see that he has an even break with his competitors and other industries then there is no such thing as self interest.

ROSCOE WOOD.

PER CENT REDUCTIONS

In watching for price cuts it is easy to go wrong on percentages. Fifty per cent off a price that was doubled will bring it back to the previous figure.

A NEW MEXICAN REVIEW

Sheep went through last winter with very little feeding necessary and practically no loss, coming into the spring in good shape. Spring was slow and backward, there being very little grass until the early part of May, at which time we got some good rains. Local showers continued through June, keeping the grass growing and giving the lambs a good start as well as helping the wool clip. During July and August our heavy summer rains failed to come, some local showers being all we got through this part of the state. Our first and only general rain this season came the last of October which was too late to have helped the winter feed much. Sheepmen through this section, with but few exceptions, started into the winter with less grass than usual but the past two months have been very pleasant and if January and February are no worse than usual, sheep will go through the winter all right.

Better than an average lamb crop was raised through most of this country and up until about August 1 it looked as though the lambs would be extra good, but lack of rain through August and September kept them from growing as they should and when delivering time came they were no better, and in many instances, not as good, as other years. Most of the lambs that were sold were contracted during September, for November 1 delivery, at from $10\frac{1}{2}$ at $11\frac{1}{2}$ c per pound, although one or two bunches were contracted earlier for 12c. A good many of these people saved their ewe lambs while quite a number still have all their lambs, not having been able to sell them at all at time of delivery.

This year's wool clip was, I believe, one of the best ever grown in New Mexico, sheep having gone through the winter without becoming poor and then having plenty of good green feed through May and June, giving the wool plenty of staple, natural oil and luster. Most of the wool from here is stored in the East, some with the National Wool Warehouse & Storage

THE NATIONAL WOOL GROWER

Company, of Chicago, and some with the different wool houses of Boston; still other clips are stored on the ranches where shorn or in local warehouses. Those shearing early were able to get advances of from 15c to 25c per pound on wool consigned, but all those shearing later had to content themselves with hopes. I know of one instance where 20c per pound was drawn on a consignment of wool and now the warehouse firm is asking the grower to refund them one-half of the amount advanced. I see very little hope of any improvement in the present situation until we are either protected from the dumping of this cheap, foreign wool on our shores, or until our cost of production and standards of living are reduced and put on a par with theirs.

Of course, I presume, we sheepmen can practice a little more rigid economy but economy seems to be, or seems for some time past to have been, an obsolete word, overlooked by everyone from the government on down to the commonest citizen and with the beautiful example of extravagance as set forth and practiced by the outgoing administration, why were we sheepmen also not to become just a little extravagant? Everyone who has ever handled sheep knows that with a given number of sheep there is a minimum number of men that must be employed in their care, depending, of course, somewhat, upon the season and country. These men must be paid and fed. Taxes are another thing which must be met as are the expenses of ranch and well maintenance, land leases, rams, shearing and dipping. All these things as well as in most cases, some interest to the banks, must be attended to before the sheep man can think of profit from his labors to say nothing of laying anything away for the proverbial rainy day.

With wages still at the highest point ever known throughout the country, leases and National Forest permits still at the top, and the reduction in prices of foodstuff having taken no appreciable drop, the sheep man, with his wool in the warehouse awaiting

some possible future market and costing him storage and insurance, and in a great many instances his lambs still on hand, which he cannot sell, is looking out, it seems to me, upon what even the rankest optimist would be forced to call a very uncertain future. Any element of uncertainty, however, would have been lacking had the Democrats again been successful but thanks to the judgment of the American people, there is now a good, big ray of hope on the horizon of the American sheep industry. This ray of hope will undoubtedly soon be a reality in the form of a good substantial protective tariff on meats and wool. The greatest uncertainty of the situation being, will relief come before it is too late and irreparable damage has been done the industry?

WM. A. SPENCE.
Carrizozo, New Mexico.

OLD MEXICO RESTOCKING

The dove of peace has not fully established herself in the land of revolution and cactus, but live stock shipments are moving into the land south of the Rio Grande. In the first week in December a trainload of cattle and sheep that originated in Kansas City and Fort Worth was shipped through El Paso into Old Mexico. This particular shipment was mostly breeding cows and ewes, and had cost approximately \$22,000. Other shipments are to follow provided a new revolution does not interrupt. Men who have made a close investigation of the best grazing sections in Mexico state that the country is short on cattle and sheep. The Terrazas ranch has been purchased by Americans, and is to be restored to its former carrying capacity. General indications are that the old trade in live stock which was conducted over the Southern International line will soon be re-established, with the movement south instead of north. It will take several years to restock old Mexico to a point where she will be able to produce a surplus. At the present time Texas interests are in a waiting mood.

C. M. P.

THE NATIONAL WOOL GROWER

January, 1921

SOUTH AFRICAN WOOL MEN PLAN RELIEF

The mid-October Wool and Mohair Congress at Graaf-Reinet, according to a Capetown report, made the following recommendations:

1. That two delegates be sent at once to Pretoria to urge the government immediately to make advances against wool and mohair.

2. That steps be taken to establish co-operative societies in every district under the Land Bank Act, and that the government be urged to provide the necessary funds for advances through the Land Bank to such societies against the members' produce.

3. That another congress be held at a convenient center in about two months' time to discuss the question of the government taking steps to open European and other outside markets, and the necessity of establishing inland markets.

4. That the basis of advances be 60 per cent of the following mohair prices: Summer hair, 18d; summer kids, 36d; winter hair, 15d, and winter kids, 28d.

Discussion developed during which a proposal was made that the government should call a special session to sanction the issue of wool and mohair value certificates to act as bank notes against farmers' produce, but this was withdrawn for discussion at the next congress. Statements were made concerning the serious position of farmers, especially mohair farmers, and it was said that if relief was not forthcoming before the end of December, 1920, 60 per cent of the Aberdeen and Jasenville farmers would be bankrupt. The basis of prices for advances against wool was not fixed absolutely, this being left for discussion by the delegates with the government.

OREGON WOOL GROWERS' MEETING

The Oregon Wool Growers held their annual convention at Pendleton on December 17 and 18.

In his opening address, President Dobbin reviewed the wool industry since 1897 right up to the present, showing the development of the industry with the protective tariff, and the present crisis due to many abnormal factors, of which the lack of protection is one. He severely denounced the curtailment of buying in the wool market and urged stabilization of prices through adjustment so that the wool grower would be assured of protection against ruin.

"If the wool industry is to survive, there must be an embargo placed on wool and woolen goods," he said, "and this action should be taken by Congress immediately until a fair protective tariff can be placed on wool and woolen goods." President Dobbin also advocated the modification of the income tax law, modification of the railroad rates where the blanket raise made impossible the shipping of necessary commodities, restoration of former prices at selling centers for the handling and caring for stock, restoration of horses for hauling until market roads are improved, and a decrease in the fee charged for grazing on National Forests.

The secretary of the National Wool Growers Association explained the legislative situation in Washington and messages were sent to Senators and Congressmen in support of the Fordney Bill. Further discussion of conditions and remedies were discussed over a banquet on the evening of the first day.

Business affairs occupied the second day at the close of which the sense of the meeting was expressed in resolutions pledging support to the National Wool Growers Association, and the Farm Bureau work, and endorsing the fabric bill.

Opposition to increased telephone rates was noted and an attorney ap-

pointed to appear before the Public Service Commission.

Lien for Herder's Wages

Among other resolutions were the following:

Whereas, It has been called to the attention of this convention that under the present law of the State of Oregon a sheepherder's lien for wages is secondary to record encumbrances of sheep existing at the time the sheepherder's lien is filed for record.

And Whereas, It is the unanimous opinion of this convention that a sheepherder's lien should have first and prior right over all other encumbrances on sheep cared for by a herder for a period not to exceed one year from the time of commencement of services with sheep,

Now Therefore, Be It Resolved, That this convention recommend that at the next meeting of the Legislature of the State of Oregon, that Section 10260 of Oleson's Oregon Laws be amended as follows, to-wit:

That a sheepherder be given a lien for his wages for one year from the commencement of such service and that said lien be given preference over all encumbrances on sheep.

Resolved, That the various railroads in Oregon be and are hereby requested to grant special grazing rates to points outside of the state, thereby making it practical to graze sheep on abundant range elsewhere than in our State of Oregon.

Resolved, That this association is unalterably opposed to increase in grazing charges.

Resolved, That the president of this association be hereby empowered to appoint a Forest Advisory Board of five members to confer with forest officials of the Blue Mountain Forest Reserve upon all matters pertaining to the interests of permittees of said reserves.

Membership dues to the National Wool Growers' Association for the year 1921, amounting to \$5.00, are now due and payable.

PRESIDENT HAGENBARTH'S SPEECH

(Continued from page 12.)

pounds of wool of all kinds. Now we have got practically a two years' supply of wool on hand or in sight, this coming year's clip included, right now in the United States, so that nobody is going to be hurt or harmed if the wool imports are entirely stopped anywhere along the line, for both wool and its manufactured product. Now, the imports last year were 427,000,000 pounds. That was the amount of foreign wool imported into this country last fiscal year.

"We raised 282,000,000 pounds of wool last year, but we will not have that much next year, because there are not so many sheep.

"Now, gentlemen, on the livestock end of this thing, I will make the broad statement, as given by the Bureau of Markets, without worrying you with where they came from, what ship they came on, nor how many pounds on the ship, that there were this year, 1920, 2,663,000 carcasses of frozen lamb and mutton shipped into this country from abroad, an increase of 1,022 per cent over normal. Now, you can draw your own conclusions as to what that means to the poor devil trying to raise livestock in this country.

Ships Carry Foreign Meats

"In addition there are refrigerator ships now en route to the United States, four of them, in which it is estimated that if they carry the same cargoes that they have been carrying, will bring in close to 600,000 more. Now, this stuff is coming in, gentlemen, and going into storage here in the United States to be peddled out to the American people. Now, listen to the storage figures, what is already in storage, and these additional ships coming in loaded. On October 1, 1920, there was 25,300,000 pounds in storage. On November 1 that was increased to 48,670,000 pounds. On January 1, 1920, —the highest holding on January 1 that we ever had prior to 1920—was only 12,500,000 pounds in storage in the United States. This is all lamb

THE NATIONAL WOOL GROWER

and mutton; it doesn't include beef at all. The total amount in storage on November 1 was 48,670,000 pounds, the highest holding on record, even during these heavy shipments.

"The figures taken from the Bureau of Markets show that the average increase in the marketing of cattle for 1919-20 is 27½ per cent. The increase in the marketing of sheep does not show so heavy until you analyze it, but when you analyze it you will find that it runs from 32 to 35 per cent. Last year we had a 50 per cent lamb crop. The great bulk of the stuff shipped to market now is lamb, running from nine to ten million head in ten months. We did not have the figures for November and December available. Of course, the time has not come yet for that.

Young Stock Marketed

"There should have been only 6,000,000 lambs marketed last year, because that is all we raised, but in order to liquidate and get money to pay these feed costs, drought bills, and so on, that the livestock producer had incurred, he was unable to keep any young stock and ewe lambs with which to replenish his herd for next year. These animals before they were old enough were shipped away. In order to replenish the herd we always have to keep over some ewe lambs, but in-

stead everything went to market, so that liquidation came in there, and while the bureau figures showed practically normal, only 2 or 3 per cent increase, yet we only had a 50 per cent lamb crop instead of 100, and with normal numbers or 100 per cent shipped liquidation is conclusively proven and liquidation has been very extensive in sheep.

"The situation as to the wool production. This country I am speaking of—the great Northwest—produces over two-thirds of the entire wool crop of the United States—192,000,000 pounds out of a total of 282,000,000 pounds.

West's Credit Gone

"Now, if you include the pulled wool that comes from the pelts of animals west of Chicago, that we include in this production, we have about 70 per cent of the total clip of the United States coming from west of the river. Now we have reached a point where the West is through unless we have relief. Their credit is gone and their expenses are going on. This proposed legislation here in the way of equalization of exchange conditions is going to help us a little. I will show you how much. Nine cents a pound for South American wool means to the South American grower 12 cents, by reason of the present exchange situa-

"Salt" Your Sheep

Sheep and Cattle require a certain amount of Salt to keep the system vigorous and healthy. The exact amount depends chiefly upon the class of forage grazed and the time of the season, more salt being required while the forage is green and succulent than when dry.

Royal Crystal Salt

Will serve your every purpose, and may be had in any shape—loose, lump rock (containing natural oxidized iron), and sulphurized block salt. You will know which will serve your purpose best. Royal Crystal is the saltiest salt you can buy—absolutely the purest known, therefore the most economical. Buy it at your nearest dealer.

Inland Crystal Salt Co.

SALT LAKE CITY, UTAH



THE NATIONAL WOOL GROWER

January, 1921

**KRESO DIP No. 1**

(Standardized)

KILLS SHEEP TICKS**and other parasites.**

For the treatment of sheep scab, mange, ringworm, etc.

Helps the rapid healing of cuts, scratches, and common skin troubles.

**A DIP THAT DOES THE WORK
WITHOUT INJURY TO THE
ANIMAL OR FLEECE.****EQUALLY GOOD FOR ALL LIVE STOCK.**

Kills parasites; prevents disease; easy to use; efficient; economical.

**Kreso Dip No. 1 is for Sale
by All Druggists.**

Write for free booklets on the care of sheep and all livestock.

Animal Industry Department of
PARKE, DAVIS & CO.
DETROIT, MICH.**Kreso Dip No. 1
Blacklegoids
Germ-Free Blackleg
Vaccine (Aggressin)
Anthraxoids
Antianthrax Serum
Etc.**CAN BE PROCURED
BY THE DRUG TRADE THROUGH**SCHRAMM-JOHNSON**
DRUGS63-65 So. West Temple St.
SALT LAKE CITY, UTAH.

tion. If we put on 30 per cent penalty for South America for equalization tax on exchange, it would mean to us, instead of 9-cent wool, 11 $\frac{3}{4}$ -cent wool. Then it costs the Western growers 6 cents per pound to lay wool down in Boston. The net value of that wool from the Rocky Mountains would be 5 $\frac{3}{4}$ cents. How far that would help us you can imagine when I tell you that it costs 45 cents per pound and over to produce that wool right now.

"Now, gentlemen, Canada is wise enough to have an embargo. Just the other day Canada declared an embargo on all hides of every kind coming in from Europe, Asia and Africa, and it seems to me that we ought to be as enterprising, perhaps, as Canada is. Perhaps she is trying to save her cattle.

Industry Vital to West

"Now, our great West out there has only three industries that really count—mining, livestock and farming. Farming depends on the other two. The great heart of the great West depends absolutely on livestock, mining and farming. We cannot ship our hay east today. It costs either \$17.50 or \$15.50 per ton to ship hay from Idaho to Omaha, with the new freight rates. We are shut out; they cannot ship it. They have to feed it to their livestock. Now, the livestock is going every day. The cows are going, and the ewes and the lambs are going to follow before long if we do not stop this thing. We are in the position of a man in the ocean, shipwrecked and ready to drown. You send him out a plank; he may get to shore and he may not, God only knows. What we are asking for is a boat to take us to shore, an embargo for both the manufacturer and the woolgrower. I realize that there are objections to it, but the objections are not on a par with the reasons for it. When these ewes are gone, and these cows are gone, they are gone. If a wheat farmer could not sell his wheat crop, and his farm through that sank into the bowels of the earth and he left the farm, then there would be a parallel.

"We don't ask for an embargo on wool except through necessity. But

we are afraid of makeshifts. I cannot see how raising the price of wool 3 or 4 cents a pound is going to save our banks, restore our credit, establish confidence and save our ewes and our cows. We must have an embargo against ruinous competition."

EASTERN NEVADA

During the months of October and November the weather in this section was unusually wet and storms frequent, with higher temperatures than usual at this season of the year.

Reports coming from the southern or winter ranges all indicate that conditions there have been most favorable thus far. The ranges are reported in good condition in sections where they have not been over grazed.

A general reduction of herders' wages has been made effective, without difficulty.

The outlook for the winter seems most satisfactory at this time.

J. A. McBRIDE.

IDAHO HAY PRICES

Several Idaho sheepmen have bought their hay during the past month at prices ranging from six to eight dollars per ton. Many sheepmen have lambing sheds on some farm, where they are accustomed to lamb. In most cases the hay close to these sheds costs from one to two dollars per ton more than when there is no shed. This fact has convinced sheepmen that sheds of such cheap construction, that they can be abandoned each spring, are the cheapest in the long run. I have recently seen some very cheap lambing sheds that seem to meet every necessity. They are constructed of wire netting, a few posts and a lot of straw. A few hundred dollars will build them and this can be saved on the first two hundred tons of hay bought. Of course the question of a water supply is against the temporary shed.

Idaho will have a surplus of one million tons of hay on April 1 and this means cheap hay next year. Unless the sheepman prospers the farmer can't

THE BUSINESS AROUND ELY, NEVADA

Sheep in this neighborhood have had an exceptional fall. We came off the summer range in very good shape, every sheep was in good condition and most of the lambs were held over for stock sheep.

We are no exception to the rule. We have some old sheep and poor lambs, so when we made our herds up for the winter, all the old sheep and poor lambs were put in a bunch by themselves. As market prices were low on old sheep, we then put good men with these sheep and started them for the winter range in advance of the balance of the others in order to keep them on good feed. These sheep are in good condition now and we will tide them over and get a fairly good wool crop from them by feeding them a small ration of cottonseed on the winter range.

The bands of stock sheep are made up to 3,000 head this year, as range conditions are very favorable for that sized bands.

Our sheep are doing better this fall than usual, owing to good range condition and moderate weather and a better quality of labor, who are interested in their work. Everything looks favorable for the sheep this winter in our section.

The cut in the wage scale and the standardizing of wages by all other outfits over the Western states is a master stroke in favor of the industry. Labor will be more content and will do their work in a better spirit, if sheepmen will stick to this rule and don't try to take their neighbor's help by an increase in wages which only breaks the standard wage scale and creates discontent with labor.

W. Y. MCGILL.

The subscription price of the National Wool Grower, \$1.50 a year.

"MEN, HOLD OUT YOUR HAND!" Get Tippie's \$10.00 to \$25.00 Saving

It has never been good business to pay more for an article than is necessary. According to the standards set up by the ordinary clothiers, TIPPIE'S prices are \$10 to \$25 less—and there is no sacrifice whatsoever of style or quality.

Why Pay More Than You Ought To? TIPPIE Shows You Hundreds of SUITS AND OVERCOATS

Representing the topnotch ideas from nationally-advertised makers at savings positively not duplicated today by any other store—comparison will prove it—come up!

GUARANTEED VALUES UP TO \$45.00, \$25.00.

GUARANTEED VALUES UP TO \$55.00, \$35.00.

GUARANTEED VALUES UP TO \$70.00, \$45.00.

Keep in mind, men, that TIPPIE'S prices do not represent reductions made in order to push out a lot of "odds and ends."

Take note that TIPPIE'S special prices begin at \$25—and that weeks ago TIPPIE was first to announce this change to a prewar basis.

TIPPIE did a thing that many said "couldn't be done."

TIPPIE took the lead in doing it—and patrons have shown their appreciation by giving us a record-breaking business.

TIPPIE'S

Incorporated Under the Laws of the State of Utah.

The Up-Stairs Clothes Shop of Salt Lake City. 2nd Floor Clift Bldg., N. W. Corner Main and Broadway. Ride Up in Fast-Service Elevators and Save.

CULLEN HOTEL

SALT LAKE CITY, UTAH

FRED J. LEONARD, Mgr.

Headquarters for Sheepmen

More Sheep bought and sold in the Cullen Hotel than in any hotel in the United States.

Rates \$1.00 and up

Is Your Daughter Or Sister Going To Be Married Soon?

Next to the bridal gown the wedding invitation is the most important

To be absolutely honest you know the first thing you do after reading a wedding invitation is to pass your finger over the printed matter to see if it is really engraved and then you look on the flap of the envelope to see if it was made by a house who uses only the proper styles of stock and engraving.

If there is no name on the flap you are much in doubt as to its correctness but if it is stamped with our signature you accept it as quite within the rules of social excellence, do you not?

It costs no more to send out a correct wedding invitation than it does to send the ordinary variety.

Jeyson-Fearall Co.
JEWELERS 236 MAIN ST.
SALT LAKE CITY

When Writing to Advertisers Mention The National Wool Grower

THE NATIONAL WOOL GROWER

January, 1921

**COTTONSEED PRODUCTS, NUT SIZE
PEA SIZE, CORN**

Direct representatives of ten oil mills in Texas, Oklahoma and California in the sale of this product. Mills now in full operation, 38 to 45 per cent protein with 5 to 7 per cent fat added.

Wire or write for delivered prices which are now lowest of past eight years.

**COLLINS BROKERAGE CO.
FRANK T. COLLINS, Manager
Ness Bldg.
(Across from Cullen Hotel.)**

CALIFORNIA NEWS AND SUGGESTIONS

(Continued from page 19.)
 hillside. Below us were the sheep, blown down there by the wind. They were fairly well sheltered and camped good that terrible night and the daylight finally dawned calm and bright, with the sun shining warmly. May it not be that some retired herder who had seen such a night, started the idea that "America is not a suitable country to

raise sheep," as some writer tells us that raising sheep in America is much like trying to grow bananas in Maine.

The Central California Wool Growers Association met at Stockton on November 27th. Among other business, they agreed to fix the wages of herders at \$70 per month for first-class herders as the maximum, and agreed on ten cents per head and board as a reasonable price for shearing. These prices were for central California and would not be applicable to this section, which is much like the Nevada country, where herders are being paid an average of \$20 per month more, some receiving even \$100 and over, though such wages are and will be cut all along now.

By the time this is read, Congress will be in session. Mr. Smoot of Utah has already promised to do everything possible to obtain protection by tariff for the sheepmen of America. It may be a hard battle, but come it will, for one of the chief industries of the United States depends on it, as history repeats itself. Senator Harding is our savior, as was McKinley.

In Sierra Valley, hay is held at from \$18 to \$25 per ton, depending on quality, but little is being sold, since beef, mutton and cream are selling at much less than cost of producing on hay at these prices. In Nevada, that is, in the hay country, prices are down to \$10 and \$15 per ton, and even at these prices, there is not very much being sold, indicating that either there is a small number of live stock, or that stockmen are cautious and will not create big expenses to winter their stock.

I believe there are fewer lambs and cull ewes in fattening corrals now than a year ago. Since it is a question whether lamb and mutton would pay out within four months on feed at present prices, this feeding business is more than ever a gamble.

There are many sheepmen holding on simply because there are hopes of better times, and I know of many who could not keep in business through another year.

R. E. GUSCETTI.

Loyalton, Calif.

L. B. Lovitt & Company
Cotton Seed and Peanut Products

DALLAS, TEXAS

**NUT SIZE CAKE
PEA SIZE CAKE
COLD PRESSED CAKE**

**MEAL
HULLS
MIXED FEED**

STRAIGHT OR MIXED CARLOADS

**Write or Wire for Prices Delivered Your Station
Memphis, Tenn.—Offices—Dallas, Texas**

**MEMBERS:**

American Feed Manufacturers Association
Memphis Merchants Exchange
Interstate Cotton Seed Crushers Association
Texas Cotton Seed Crushers Association

Arkansas Cotton Seed Crushers Association
Mississippi Cotton Seed Crushers Association
Tennessee Cotton Seed Crushers Association

BROKERS ONLY**Oklahoma Cotton Products Trading Company**

Wire or write us for your requirements

**BUY prime 41% PROTEIN cake or meal
BUY prime 43% PROTEIN cake or meal
BUY prime DOUBLE screened PEA size cake, 41
and 43% PROTEIN for feeding sheep.**

Freight Rate too High to Buy Low Grades**MEMBERS:**

American Feed Manufacturers' Association
Interstate Cottonseed Crushers' Association
Oklahoma Cotton Seed Crushers' Association

**Established 1898
Oklahoma City, Okla.**

**J. M. Aydelotte, Mgr.
V. L. Rasberry, Ass't. Mgr.**

THE OPERATION OF THE KANSAS CITY RESERVE BANK

(Continued from page 17.)

a time in the history of any country where in a year of the largest crops of practically all kinds, when labor has been employed at the highest wages ever recorded, when transportation rates are higher than ever before and manufactured products have been selling at sky-high prices, that the producers of the two elemental necessities of human existence, food and clothing, can either not sell their product at any price, as e. g. pelts and wool, or must take a price proportionately lower than any other commodity, as e. g. cattle and hides?

"We think stability in business is of highest importance," says the head of the Steel Trust, and recommends that the present base selling price of steel be continued. Pig iron has increased 270 per cent in price since before the war. "We feel that we are entitled to a fair return on our property," says the representative of the Pullman Company in trying to justify present Pull-

man rates. What about the man who produced wool and mutton or beef under adverse conditions and the highest feed and labor costs in the history of the industry? Must he sell his product at a price representing but a fraction of its cost, or be denied a market at any price? Maybe so, but we think such condition can not long obtain. Either prices for what he produces must hold a reasonable comparison with those for what he must buy or he must quit producing something to eat and to wear. He must be able to exchange what he produces for what he needs for living necessities on a somewhere near equitable basis; but that basis is not 5 cent hides and \$18 shoes, nor wool that can not be sold for \$50 and \$75 suits, nor two-cent sheep for fifty-cent ham.

Some say farmers and producers are complaining too much because prices have fallen. But the largest bank in the United States declares "the situation as regards purchasing power is more disorganized and out of balance than it has been at any previous time

It would be very foolish for the people engaged in the other industries to think that they can go on making and selling goods as though this loss had not occurred, enjoying also the benefit of this reduction in cost of farm products.

In these times individual effort gets but a short way except it be part of a live, strong organization. There has never been a time in the history of the industry when united, deliberate action was more necessary and when the active moral and financial support of every man in the business was more needed."

The time is here when these conventions must resolve themselves into a straight business proposition.

Talks must be backed by actions; only in that way can results be secured. Then will be the time for every man to speak out and do what he thinks is best; and then let him be prepared to support whatever action may be taken.

ROSCOE WOOD.

[Since the above was received a

The Knollin Sheep Commission Co. (Incorporated)

CHICAGO

C. H. SHURTE, President and General Manager

OMAHA



C. H. SHURTE, Chicago Salesman

Grand Champion Car of Lambs of 1920 International Fed and shown by Heart's Delight Farm, Chazy, N. Y., sold by us at 23½c a pound, to Swift & Company.

We secured all first premiums in the sheep and lamb carload exhibit at the 1920 International.

Ship to the firm that works for your interests.

Meet us in Salt Lake at the January convention.

Write us, wire us, ship to us.

ED NOLAN, Omaha Salesman

statement has been issued showing the amount of "agricultural and live stock paper carried in the Kansas City bank. The figures appear elsewhere in this issue.]

ANNUAL MEETING OF NATIONAL LINCOLN SHEEP BREEDERS ASSOCIATION

Edward de Grex of Ontario was elected president and Graham Walker of New York, vice president of the National Lincoln Sheep Breeders' Association in the annual meeting in the Livestock Record Building, Union Stock Yards, Chicago, December 2. Jos. Linden of Ontario and J. R. Bickett of Ohio were elected directors to serve with T. L. Patrick of Ontario, David Knight of Michigan, S. W. McClure of Idaho and J. D. Bryan of Indiana, who carried over. The appropriation for prize money at the Lewiston (Idaho) fair was stricken from the list, all other association prizes being unchanged during the coming year.

ANNUAL MEETING OF AMERICAN RAMBOUILLET SHEEP BREEDERS ASSOCIATION

The Rambouillet breeders met for their annual banquet and business meeting in the Lipton room of the Stock Yards Inn, Chicago, Wednesday, December 1. "Joe" King acted as president in the absence of President Frank Cock. The secretary's report showed a total membership of 683, a gain of 82 during the year. Total receipts were \$8,161 and the balance in the treasury November 1 was \$5,941.07. Volumes 24 and 25 of the flock book are ready for the printer and registrations for volume 26 are being received.

A committee on foreign trade made up of Dwight Lincoln, Joe King and John Webb was appointed. Resolutions were passed endorsing emergency legislation in the way of a wool embargo and the truth in fabric bill. Joe King was elected president and A. G. Butterfield, vice president.

THE NATIONAL WOOL GROWER

January, 1921

UTAH - IDAHO BROKERAGE COMPANY

Wholesalers and Jobbers of

Hay, Grain, Flour, Feed, Potatoes and Bags

Write, Wire or Phone Us for Prices. Goods Delivered Anywhere.
Office and Warehouse: 339 West 2nd South Street, Salt Lake City, Utah.



The National City Bank member
of Federal Reserve Bank. Accounts of growers of sheep are
invited.
SALT LAKE CITY, UTAH

GEO. W. LAMBOURNE, President

FRANK PINGREE, Cashier
W. S. GOODART, Ass't Cashier

BUY CAPELL SALT

Salt, like every other commodity, is produced by different processes and in many different grades. CAPELL SALT is produced from the rich brines at Salduro—in the heart of the desert—and the process used insures a clean, sanitary product with the minimum of moisture.

Repeat orders are the best evidence of satisfied customers. Our books show that "once a user, always a booster." Put your salt requirements up to us. We CAN satisfy!

"A UTAH PRODUCT"

CAPELL SALT COMPANY

609 Clift Building

Salt Lake City, Utah

Factories at: San Francisco, Cal., and Portland, Oregon.

Ames Harris Neville Co's.,

Standard 4 Lb. Jute Oversewed

WOOL BAGS

and

Wortendyke's Paper Twine

Are Always Demanded by
WELL-INFORMED WESTERN WOOLGROWERS

SALT LAKE OFFICE

925 Kearns Bldg. Telephone, Wasatch 2121

COLORADO MARKETING LAMBS

Only a few lambs have been moved from the Colorado feeding sections. In the last two weeks of December, several bunches arrived from the San Luis, Arkansas Valleys, and the Fort

THE NATIONAL WOOL GROWER

Collins districts. Though most of these were heavy weight grades, some weighing up to 97 pounds, they brought a premium over native fed lambs. January will see the first big movement of Colorado fed grades for the season. As to whether the run will be short or prolonged will depend on the condition of the market.

C. M. P.



WANTED 5,000 SHEEP ON SHARES. We control in San Bernardino County, southern California, good winter and summer range, desert for winter and mountains for summer. Can develop water for ten thousand head. For particulars, write Fox & Bates, 610 Third Street, San Bernardino, Calif.

OLD EWES A PROBLEM

In the past thirty days old ewes have been a drug at all markets. Feeders have neglected them, and those not suitable for mutton sold on a canning basis, and at a very low price. Some old ewes brought only \$1.50 and fairly good feeding ewes as low as \$2.50 a hundred. In general the culled and common kinds found the shambles, and in most cases it was a good clearance. A large number of old ewes were taken into the corn belt in 1918 and 1919, on a lamb prospect, and they were returned to market fairly fat last month. Any increase in breeding ewes that the corn belt reported in the past two years will be greatly reduced by the recent selling move.

C. M. P.

ARIZONA TAXES UTAH SHEEP

The fall and early winter have been fine for sheep, and although the winter ranges are overstocked, the flocks are in good condition.

A serious problem we face now is a grazing tax of 25 cents per head imposed by Arizona. We are within four miles of the line and have run our

sheep there during the winter season for over thirty years, paying half our taxes in that state and the other half in Utah. For this reason, we feel it unconstitutional for this heavy tax to be extorted from us. ED. K. PUGH.

Kanab, Utah.



Phone Was. 8114, Res. Hy. 4139

P. A. DELMUE

603 Deseret Ban't Bldg.,
Salt Lake City, Utah

SPECIALTY

Range Sheep Feeder Lambs

SEND TO US FOR**Coffey's Productive Sheep Husbandry**

The best book of its kind

Price, \$2.50, postage prepaid

National Wool Growers Ass'n.
303 McCormick Building
Salt Lake, Utah



W. B. TAGG, President

A. W. TAGG, Vice President

A. E. ANDERSON, Secretary

G. P. MOORHEAD, Treasurer

TAGG BROS. & MOORHEAD

Live Stock Commission Agents
Union Stock Yards
OMAHA

Experienced Handlers and Sellers of Western Cattle, Sheep and Hogs

A. W. TAGG
BILLIE LYNN
FRED LIGHTFOOT } Cattle Salesmen

W. B. TAGG, Manager
E. J. WRIGHT, Feeder Buyer

M. COLEY WILKERSON } Sheep Salesmen
E. H. MINNICK
A. E. ANDERSON, Hog Salesman

January, 1921

HOTEL UTAH

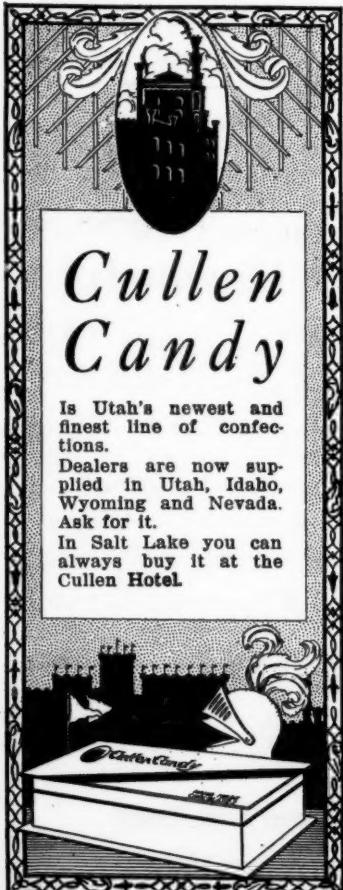
SALT LAKE CITY

**ROOMS WITHOUT BATH
\$1.50 and \$2.00 PER DAY
WITH BATH \$2.50 and UP.**

"The very best of everything at sensible prices"

WOOL GROWERS' SONS

Write us for agents' terms for securing subscriptions to the NATIONAL WOOL GROWER



POINTS OF A GOOD LAMB CARCASS

The awards and selling prices for sheep and lambs entered in the carcass competition at the recent International Show, were as follows:

YEARLING WETHERS

Award	Exhibitor	Breed	Live Wt.	Dressed Wt.	Dress %	Price
1	University of Missouri	Southdown	134	79	59	\$0.39
2	University of Missouri	Southdown	131	75	57.30	.30
3	University of Kentucky	Southdown Gr.	117	66	56.40	.39
LAMB CARCASSES						
*1	Penn State	—Southdown Gr.	94	51	54.30	\$1.60
2	Penn State	—Southdown Gr.	101	58	57.40	.38
3	University of Wisconsin	Southdown	87	46	52.90	.36

* Grand champion.

The following illuminating recital of the reasons for the awards from the judge, Robert Lorimer, was given to the American Sheep Breeder:

Yearlings

The first and second prizes went to the University of Missouri and third to the University of Kentucky. For yearlings they were about as fine a display as I ever judged at the International. I passed on them not merely from a butcher's standpoint of view, but to a finish. The first prize was a well proportioned animal, leg, shoulder and everything, and as for the eye, it had a large eye for the weight of the animal and the finish. The second

prize was equally as good, but not so perfect in the legs as the first. The third prize was a blocky animal, well finished and well developed, but a trifle overdone and with not so large an eye as the first and second. I awarded the grand champion to the Penn-

sylvania College lamb.

Lambs

The first and second prizes went to Pennsylvania State College and third to the University of Wisconsin. The first prize lamb was, in my judgment, perfect. It had a good leg, and back with small kidney, and its meat was on the back and loin instead of on the kidney. It had a beautiful eye and a perfect grain of meat.

The second prize lamb was equally as good but the grain of meat not so fine. The third prize lamb was a trifle smaller than first and second, but not so fully developed. It had a good eye and a splendid grain of meat.

A NEW ZEALAND VIEW ON FUTURE OF CROSS-BRED WOOLS

New Zealand wool growers appointed representatives to discuss the Dominion's wool position with the Director of Raw Materials in London. They also met the committee of London wool brokers and others at the High Commissioner's office. The New Zealand representatives reported in effect that cross-bred wool has a future if the growers are financially able to hold their clips until consumption and change of fashions make more impressions on stock. They say that "Someone must hold wool, and it is better for financially strong growers to do so than for speculators to step in and, by awaiting better markets, secure a profit." To assist in this, the committee considers that the New Zealand government should make the whole

position known to growers, and urges those who can do so to hold back their wool as long as possible. It is further recommended that sheep owners should increase their ewe flocks, thus providing for increase of meat, particularly lamb, the outlook for which the committee considers very good. The committee also thinks there will be no difficulty in obtaining tonnage to lift the wool, but as storage is cheaper in New Zealand and limited in London, they think it is much better that the wool should be stored in the Dominion than at home. It is well-known that full stores in Britain mean that buyers "bear" prices; empty stores have exactly the opposite effect, for buyers, in order that they shall not be left without stock, buy more largely, whereas in the case of full stores they know they can always get a supply and they keep no stocks at all.

MINI

The V
with th
car loa
ped du
ber, fo
on the
23,000

From
Emmet,
Yakima
Payette
Payette
Twin F
Pendlet
Dubois,
Spencer
Weiser,
Pendlet
Lima, I
Wells,

Rail
when
adopte
when
instea
ever,
the ba
rate p
they
throu
car b
(23,000)

If
ered
babily
reven
other
are a
busin
ment
went
last s
vanc
sive
and
own

TH
Nati
that
ping
early
tion
decis

MINIMUM CAR WEIGHTS OF LAMBS

The Wool Grower has been furnished with the following actual weights of car loads of lambs (at Chicago) shipped during July, August and September, for all of which freight was paid on the basis of the minimum weight of 23,000 pounds:

From—	Av. Wt. Chicago. Pounds.
Emmet, Ida., 13 cars	19,199
Yakima, Wash., 4 cars	15,873
Payette, Ida., 6 cars	17,732
Payette, Ida., 5 cars	16,268
Twin Falls, Ida., 5 cars	20,194
Pendleton, Ore., 10 cars	21,172
Dubois, Ida., 6 cars	19,360
Spencer, Ida., 8 cars	21,279
Weiser, Ida., 10 cars	18,125
Pendleton, Ore., 8 cars	18,976
Lima, Mont., 12 cars	20,164
Wells, Nev., 15 cars	18,922

Railroad officials cannot remember when the present minimum weight was adopted. It probably came into use when shipments were made up of sheep instead of lambs as at present. However, the carriers set their rates on the basis of a charge per car and the rate per hundred, which they consider they should charge, is arrived at through dividing the total charge per car by the minimum weight in use (23,000 pounds.)

If the minimum weight were lowered the rate per hundred would probably be increased unless the loss of revenue could be made up on some other commodity. Railway officials are anxious to await return of normal business before attempting re-adjustment of rates. The increased rates went into effect (August 26), after the last shipping season was quite well advanced. They also realize that excessive rates may reduce their tonnage and that prohibitive rates defeat their own ends.

The Western lines have assured the National Wool Growers Association that the weights and rates for shipping lambs would be considered as early as possible and that the association will be heard before reaching a decision.

UTAH-IDAHO LIVE STOCK LOAN CO.

MONEY TO LOAN ON CATTLE and SHEEP

OFFICERS and DIRECTORS
 M. K. Parsons, President F. J. Hagenbarth, Vice-President M. H. Sowles, Treasurer
 W. S. McCormick Thomas Austin D. H. Livingston J. Y. Rich
 J. B. Kent, Manager Kearns Bldg., Salt Lake City, Utah F. K. Butler, Secretary



Farnsworth, Stevenson & Co.

Established 1848

WOOL

Special Attention Given to Consignments

116-122 FEDERAL STREET

BOSTON, MASS.

PHILADELPHIA
PORTLAND

CHICAGO
SAN FRANCISCO

CRIMMINS & PEIRCE COMPANY WOOL and MOHAIR

BOSTON, MASS.

SALT LAKE CITY AGENTS

S. J. STEPHENSON, 1502 Walker Bank Building, Telephone Wasatch 1308
Representatives
J. W. SUMMERHAYS & CO.

ATTENTION WOOL GROWERS

SALTER BROTHERS & COMPANY WOOL BROKERS—216 SUMMER STREET, BOSTON, MASS.

Solicits wool shipments for direct sale to the mills. Always sold subject to shippers' consent.
LIBERAL ADVANCES. BEST OF REFERENCES.

Hinie Klecker Sheep Commission Co.

We Buy and Sell Sheep Exclusively

612-24 LIVE STOCK EXCHANGE

KANSAS CITY, MISSOURI

THIS SPACE RESERVED FOR MONTPELIER
STOCK YARDS GRAZING PASTURES, AND
OTHER STOCK YARDS OPERATED BY
LEARY & WARREN CO., LESSEES.

It will pay you to get
Columbian Service

COLUMBIAN OPTICAL CO.

337 South Main

Salt Lake City

Denver Omaha Portland
Seattle Dallas Spokane
Kansas City Salt Lake

Salt Lake Engraving Co.

DESIGNING ENGRAVING

OUR CUTS ARE THE BEST

Salt Lake City, Utah



HAMPSHIRE

The best mutton sheep. Evidence; the highest-priced car mutton lambs ever sold in the world was a car of Hampshires. The price was 42 cents a pound live weight, having beaten all previous records by \$7 per hundred. When you want sheep you want Hampshires. When you want Hampshires let the American Hampshire Sheep Association send you a dandy little booklet and list of live breeders.

Write Comfort A. Tyler, Secretary,
14 Woodland Ave., Detroit, Mich.

The subscription price of the National Wool Grower, \$1.50 a year.

SHEEP ASSESSMENT VALUES

In many of the Western states livestock values for assessment purposes for the coming year will soon be determined by the body authorized for the purpose according to the state statutes. In Wyoming the State Board of Equalization consisting of three men determines the values. One of the duties of the state wool growers' associations should be to have a committee to represent sheepmen at the board meeting when these values are determined. Market values in sheep have been "deflated" this last year with a vengeance, and assessment values should accompany. Sheepmen ask only what is fair, but it is not their idea of fairness that their property should be assessed at a value proportionately greater than other classes of property.

In this state the board last year put into effect a ruling that registered ewes should be valued at \$75 per head and registered rams at \$100, and later modified this to mean show sheep only. As a matter of fact, there is no justification for assessing any registered animal at more than any ordinary animal. Whenever that is done an assessment is made upon an intangible value, and intangible values are not assessed upon other classes of property. An animal's registration is dependent upon a peculiar individual identification mark combined with a book record maintained by the breeder and owner of that animal. Do you find any state taxing a doctor's accounts, or a merchant's list of customers, or an engineer's field notes? Then why should the records of a livestock breeder be assessed?

On broader grounds such animals should really be exempted from taxation, instead of penalized. The man who is enterprising enough to buy or raise registered animals is generally considered a public benefactor. His work is one of improvement and those who benefit most are those who use his stock in improving their own herds. Is it the duty of taxing bodies to obstruct progress and to discriminate against the honest man who is trying to better the lot of himself and his neighbor? ROSCOE WOOD.

The American Shropshire Registry Ass'n.

Organized 1884
Share of stock, \$5.00
6,500 Stockholders
No annual dues.
The best dual-purpose sheep in America.
J. C. ANDREW
President
J. M. WADE, Sec'y
Lafayette, Ind.

American Rambouillet Sheep Breeders Ass'n

Membership Fee \$10—No Annual Dues
Flock Books Free to Members. Volumes XXII and XXIII are being bound together and will soon be ready for distribution. Pedigrees now being received for Volume XXV. Over 115,000 sheep on record.

President
Frank R. Cook, Belle Fourche, S. Dakota

Secretary
Dwight Lincoln, Marysville, Ohio

For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

American Romney Breeders Organized 1911

More Wool Better Mutton Best Constitution

Romneys Bear Investigation
They are Money Makers

Write

Secretary American Romney Breeders
MONTICELLO, ARK.

The National Lincoln Sheep Breeders Ass'n

Write the secretary for information regarding this great wool and mutton breed of sheep.

GRAHAM WALKER, President
Chazy, New York

BERT SMITH, Secretary
Charlotte, Mich.

National Wool Grower
\$1.50 a year